



REAL ESTATE REVIEW

AUGUST 2015

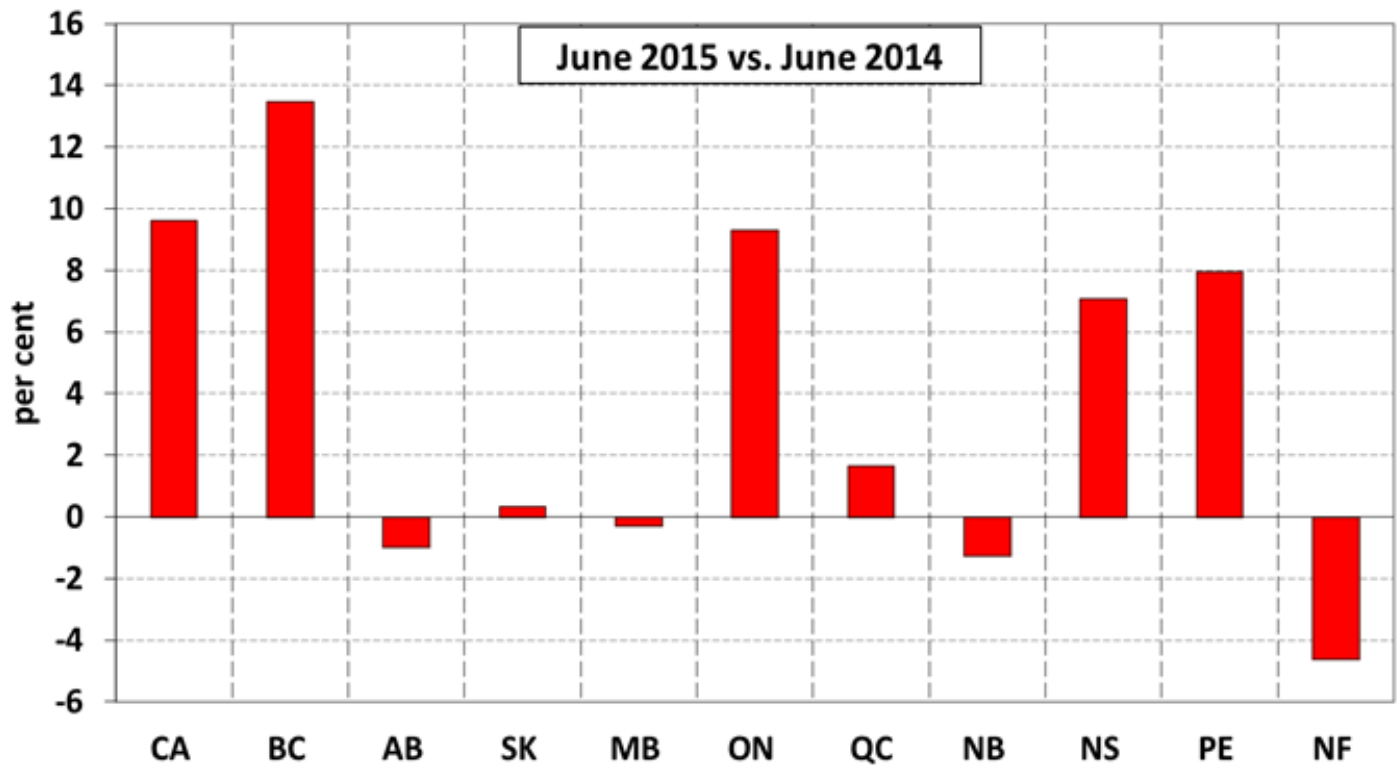


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NATIONAL HOUSING STATISTIC REVIEW

Residential average price*

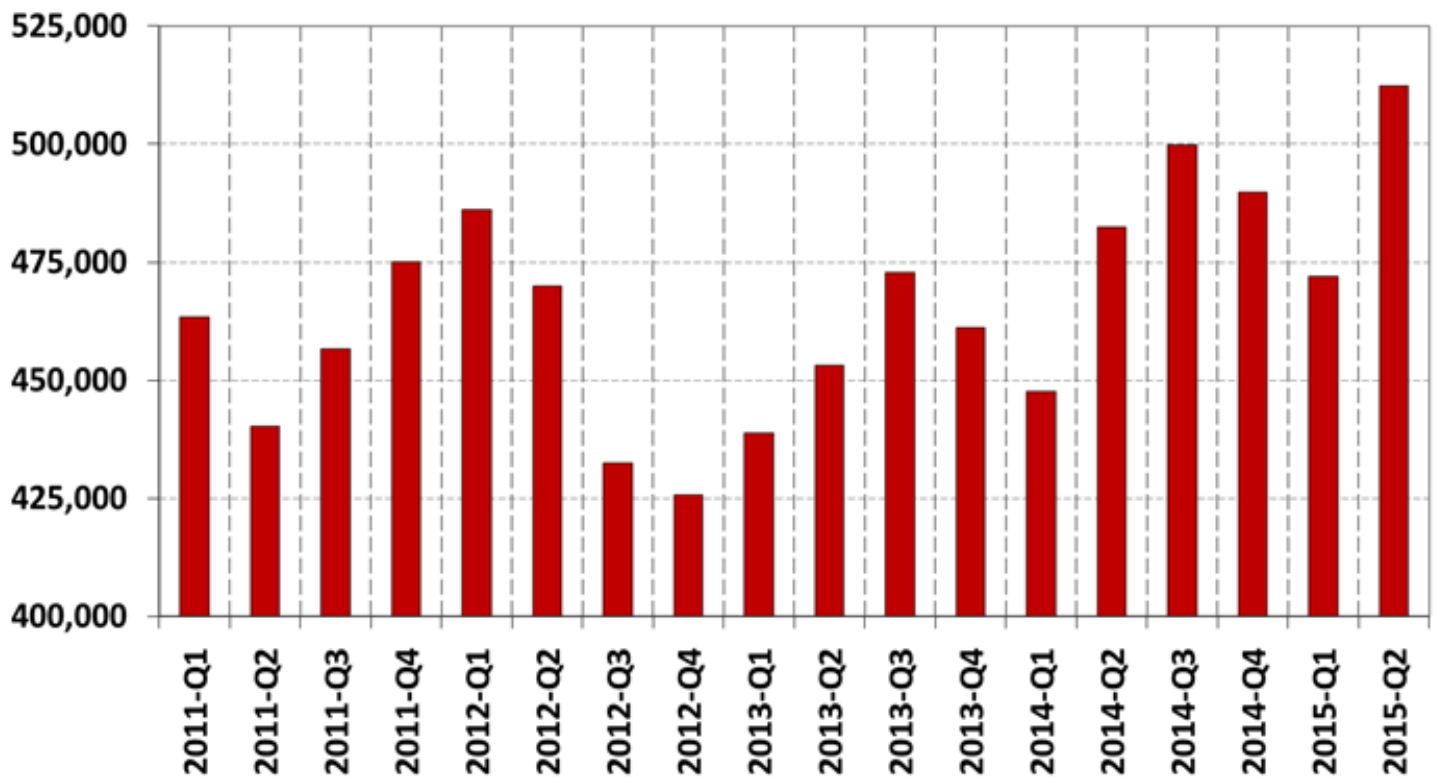
Year-over-year percentage change



*actual (not seasonally adjusted)

Residential sales activity*

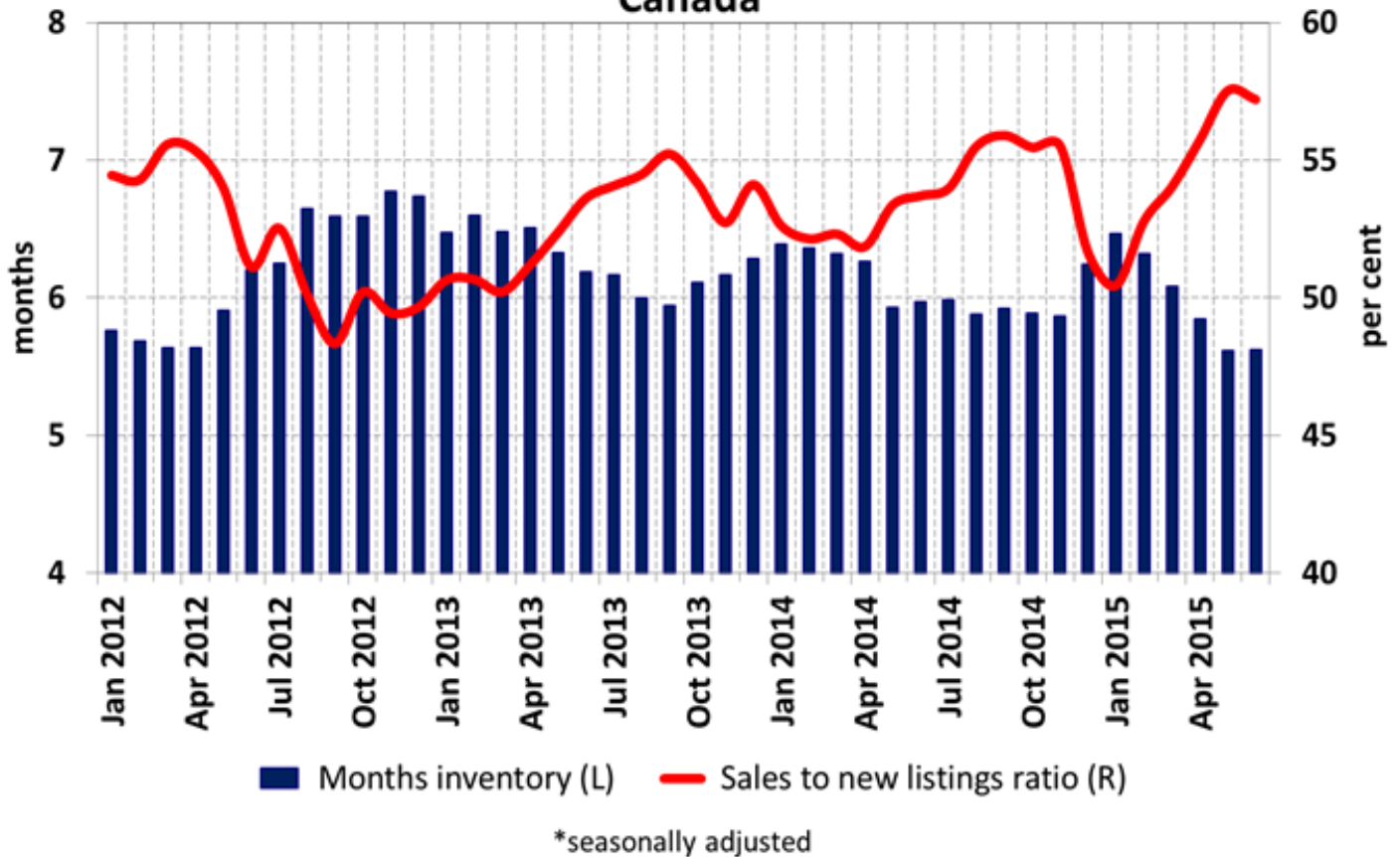
Canada



*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:

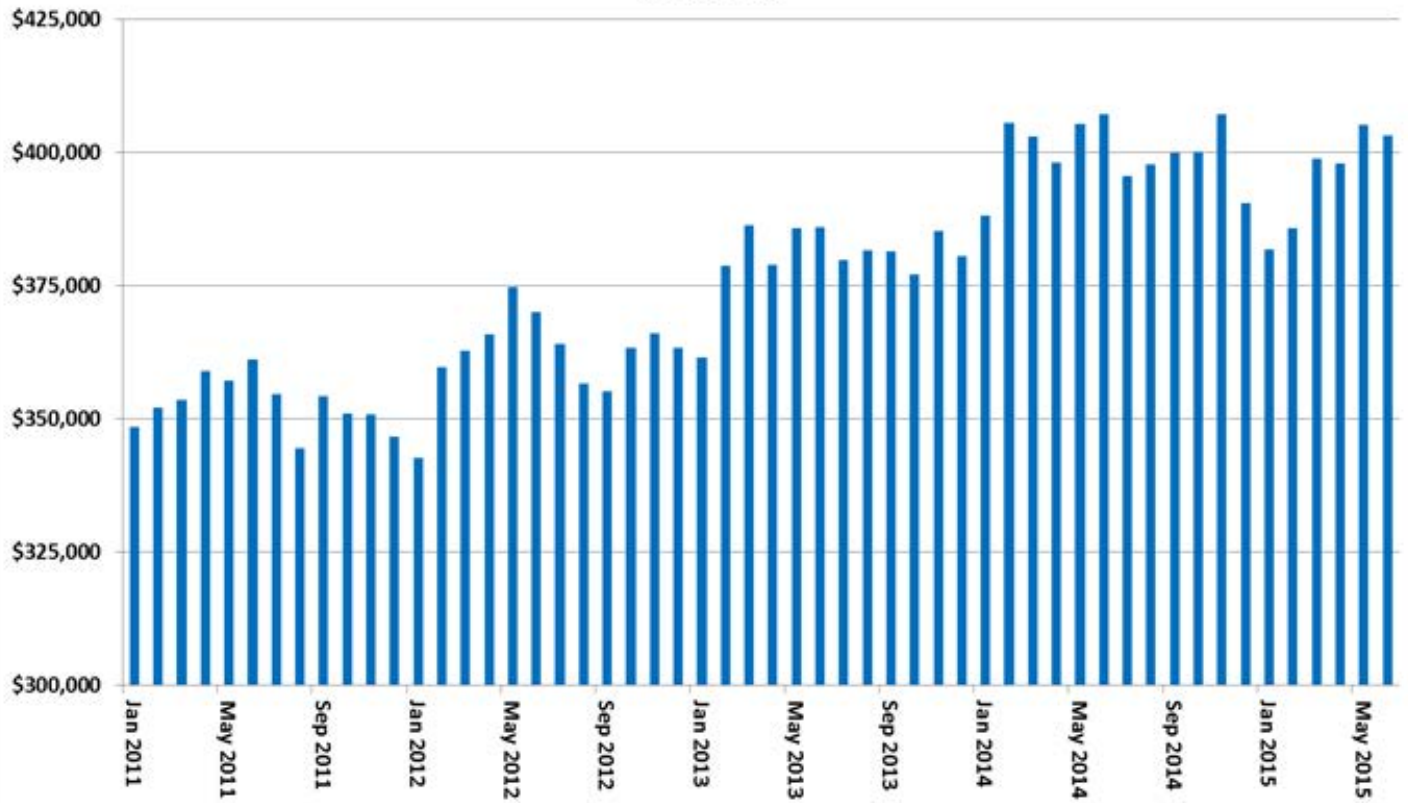
Months of Inventory	Price
0 – 2	price with market to 2% above market
2 – 4	price aggressively with the market
4 – 6	price with market to 2% below
6 – 12	price 10% below the market
12+	price to sell, whatever it takes



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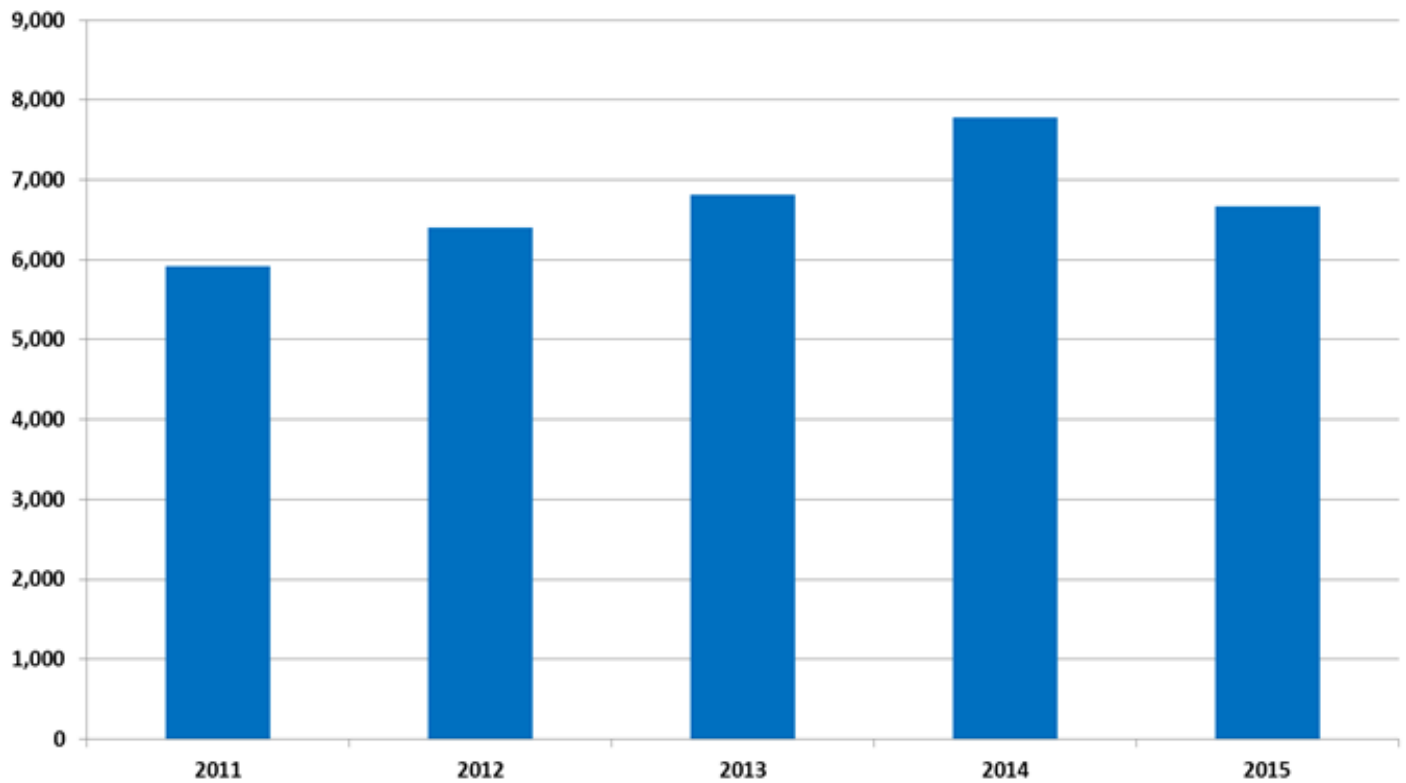
ALBERTA HOUSING STATISTIC REVIEW

Residential Average Price Alberta



Source: The Canadian Real Estate Association

Residential sales activity (June only) Alberta



Source: The Canadian Real Estate Association

Alberta Monthly Summary

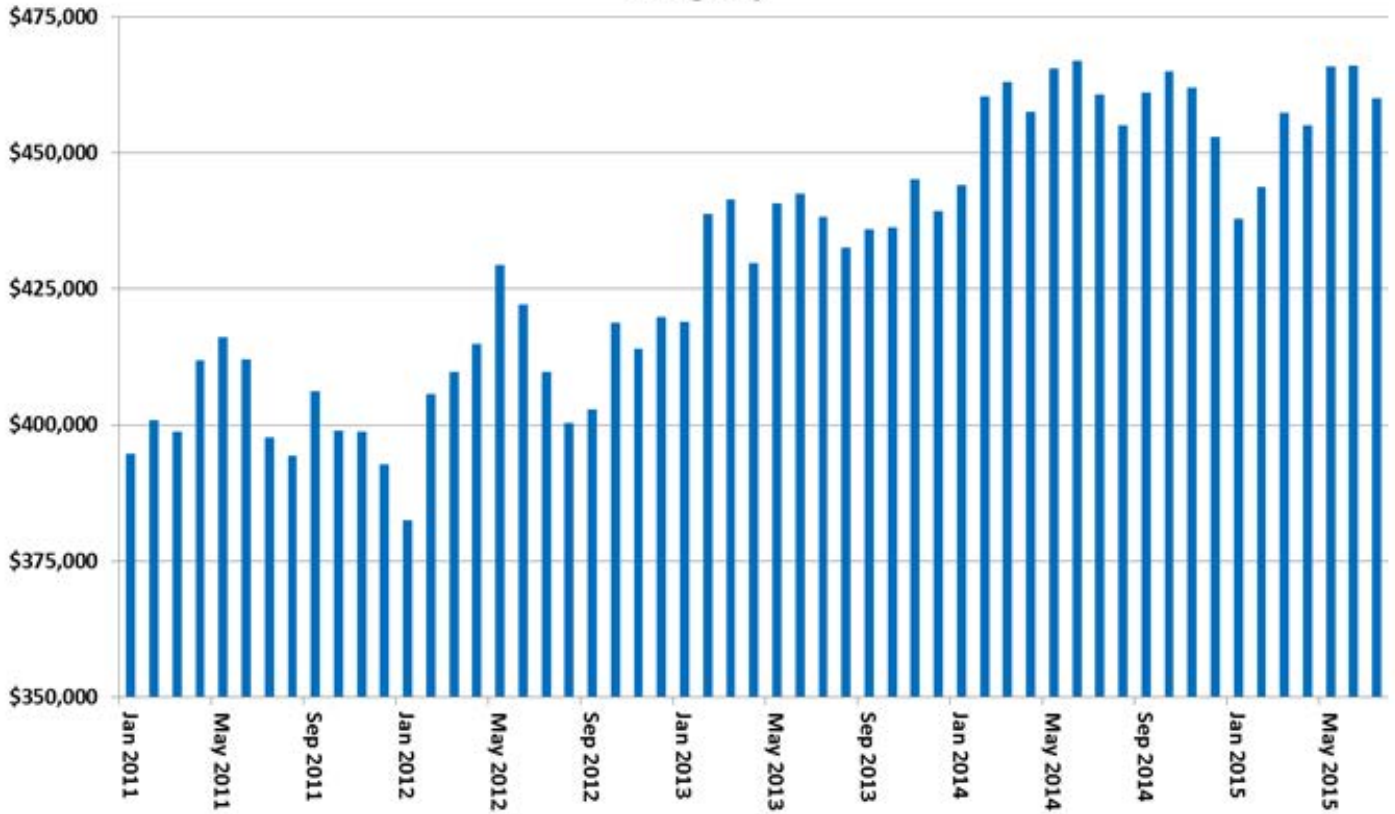
June 2015	Residential Dollar Volume	Total Dollar Volume	Residential Average Price
Alberta West	\$43,762,300	\$47,857,195	\$387,277
Calgary	\$1,302,371,095	\$1,412,524,945	\$465,965
Central Alberta	\$176,796,213	\$186,612,113	\$324,993
Edmonton (Total Board)	\$860,621,517	\$982,517,680	\$374,835
Fort McMurray	\$66,716,025	\$76,466,025	\$565,390
Grande Prairie	\$86,172,635	\$97,207,535	\$321,540
Lethbridge	\$70,937,750	\$71,566,875	\$264,693
Lloydminster	\$27,398,532	\$27,398,532	\$334,128
Medicine Hat	\$41,562,008	\$44,252,508	\$294,766
South Central Alberta	\$13,461,336	\$14,257,336	\$280,445
Alberta	\$2,689,799,411	\$2,960,660,744	\$403,087



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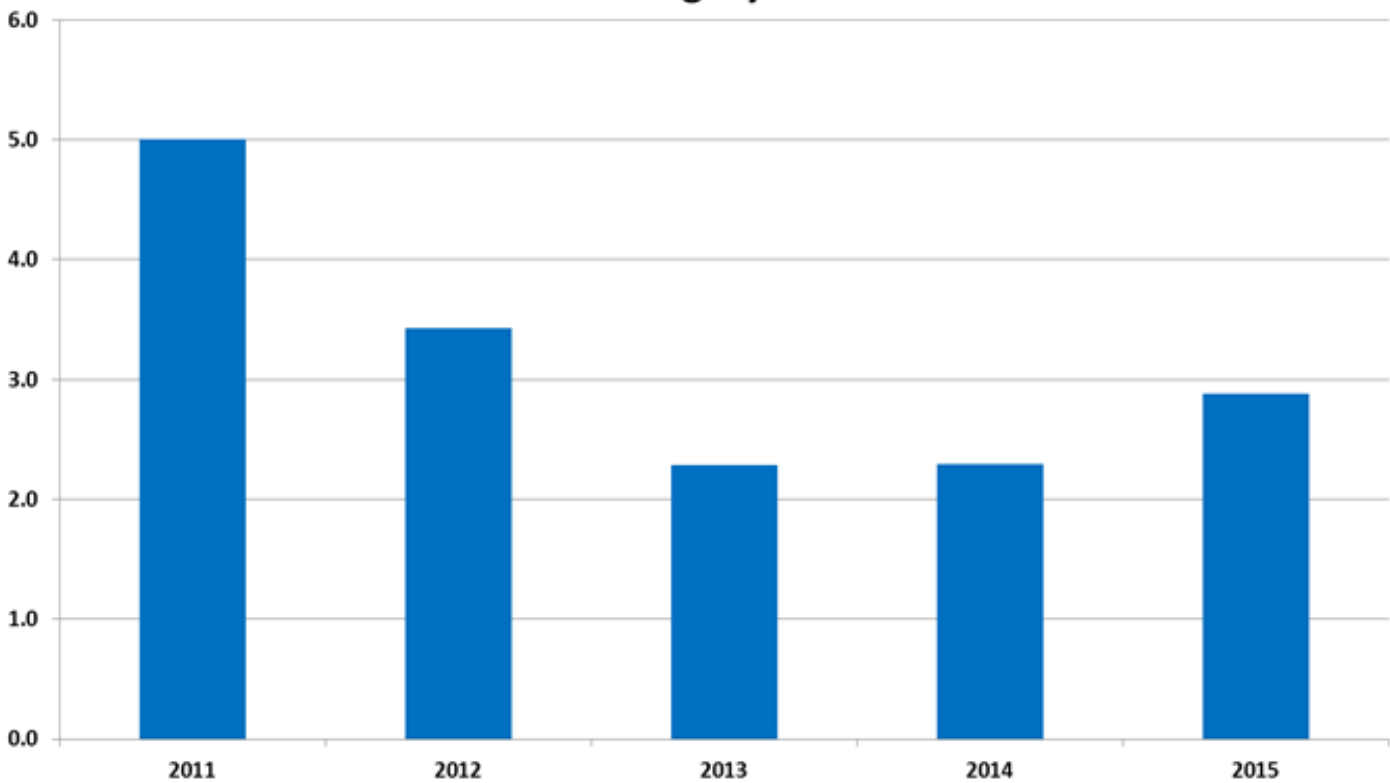
CALGARY HOUSING STATISTIC REVIEW

Residential Average Price Calgary



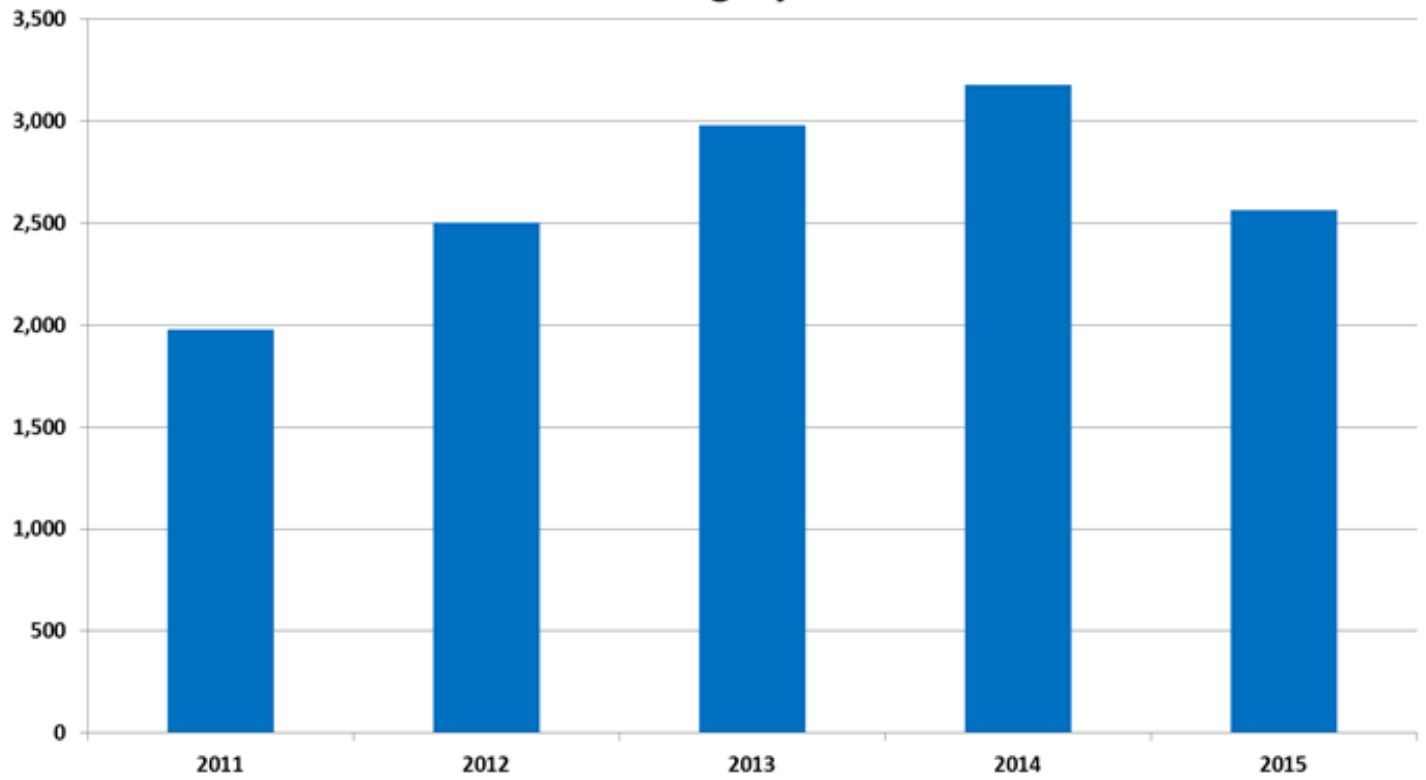
Source: The Canadian Real Estate Association

Residential months of inventory (July only) Calgary



Source: The Canadian Real Estate Association

Residential sales activity (July only) Calgary



Source: The Canadian Real Estate Association



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NEIGHBOURHOOD HOUSING STATISTIC REVIEW