



REAL ESTATE REVIEW

SEPTEMBER 2015

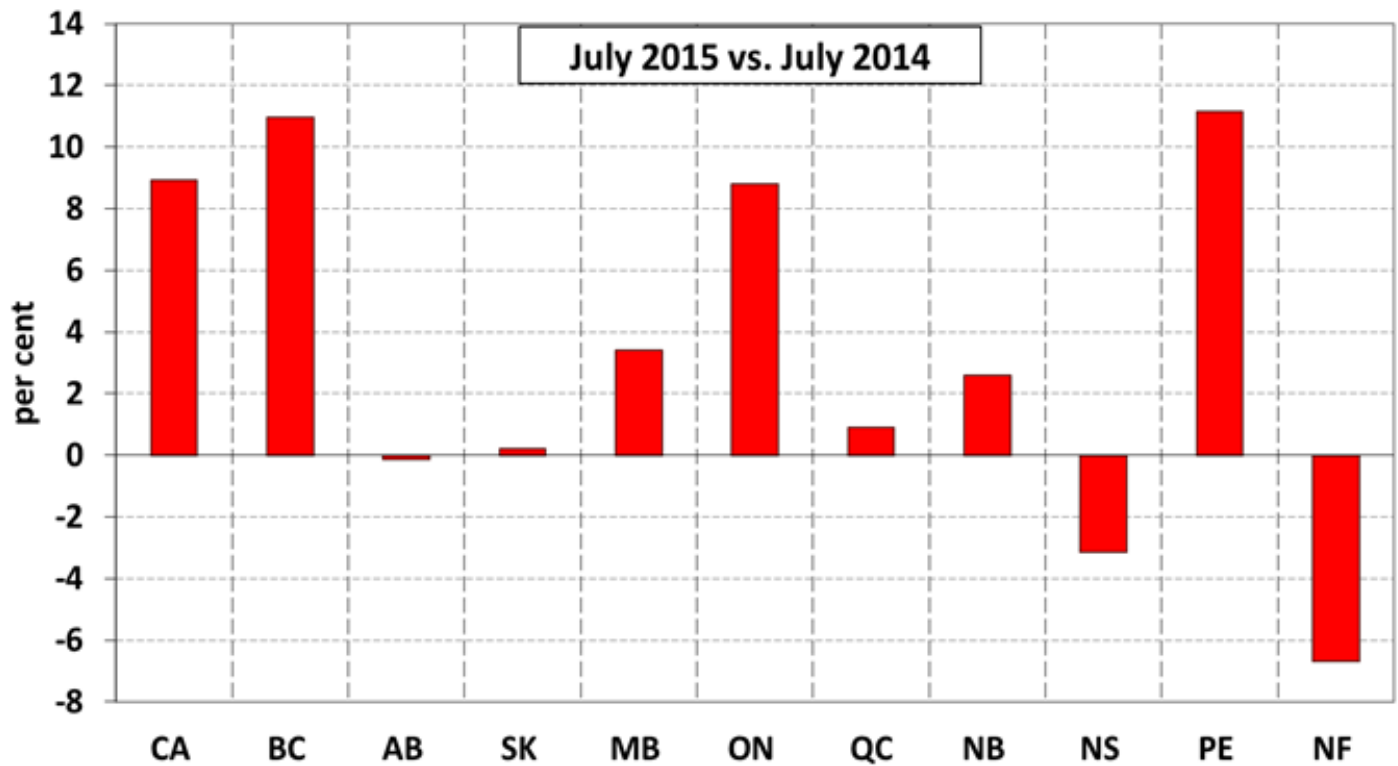


REAL ESTATE REVIEW – SEPTEMBER 2015

NATIONAL HOUSING STATISTIC REVIEW

Residential average price*

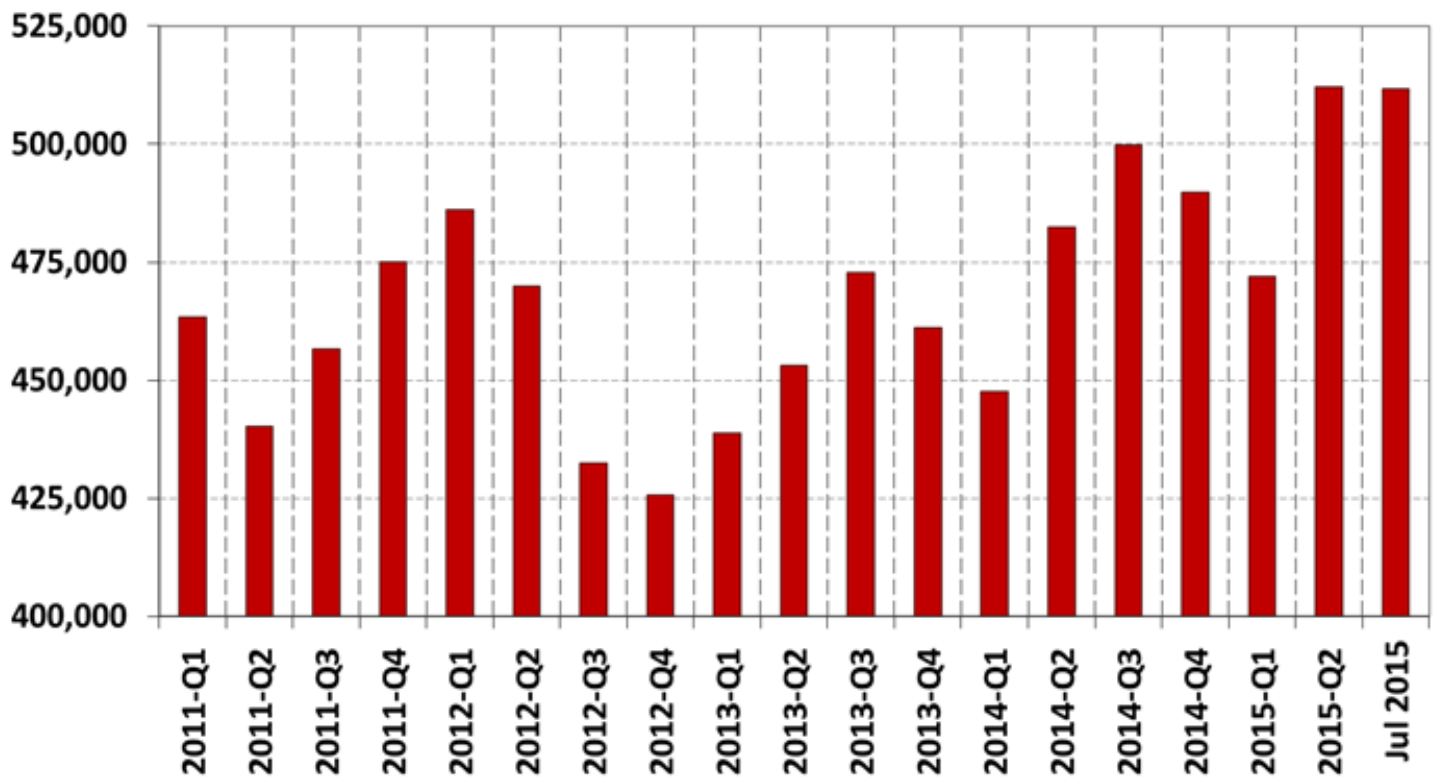
Year-over-year percentage change



*actual (not seasonally adjusted)

Residential sales activity*

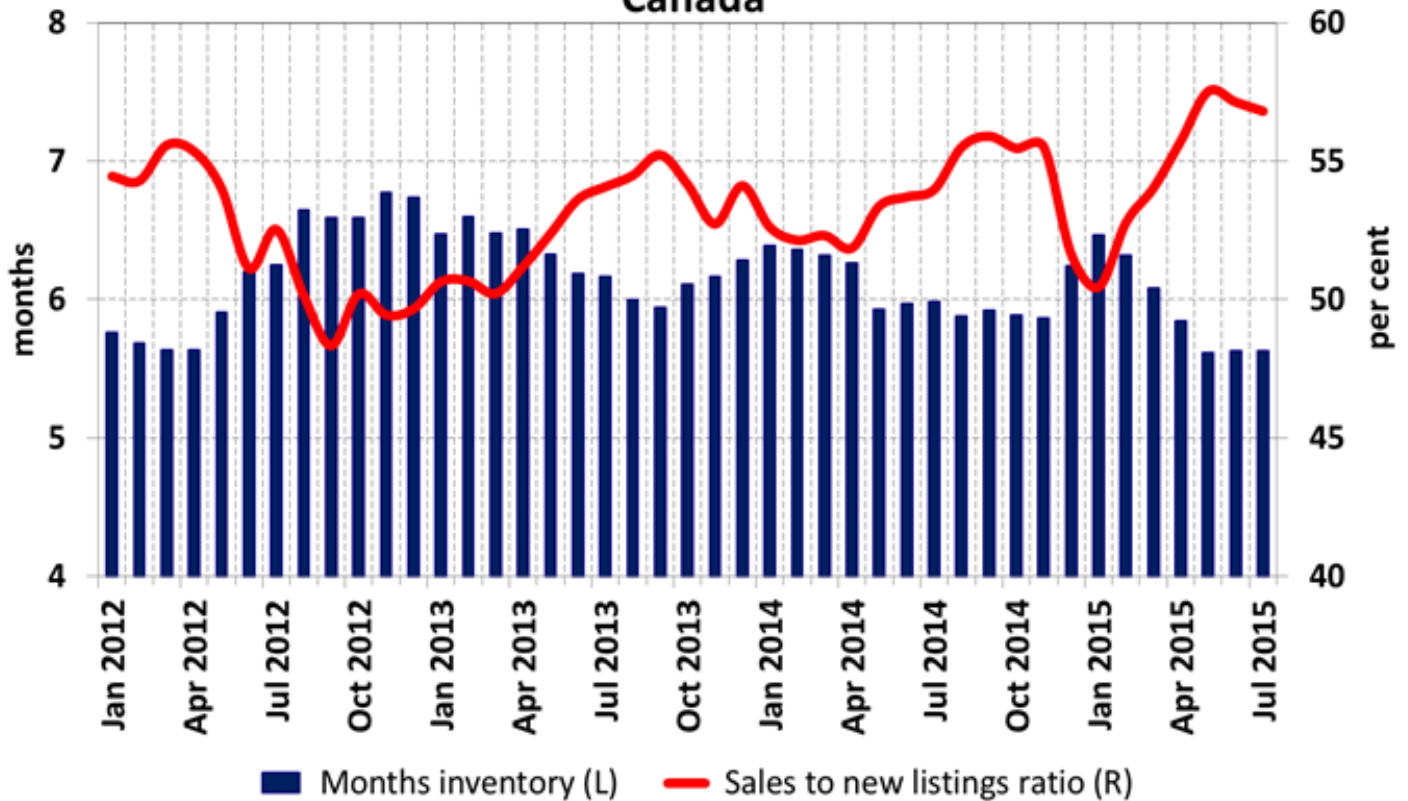
Canada



*Seasonally adjusted data at annualized rates

Residential market balance*

Canada



*seasonally adjusted

ABSORPTION RATE

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

Pricing strategies based on absorption rates:

ACTIVE LISTINGS

SALES PER MONTH

=

TYPE OF MARKET

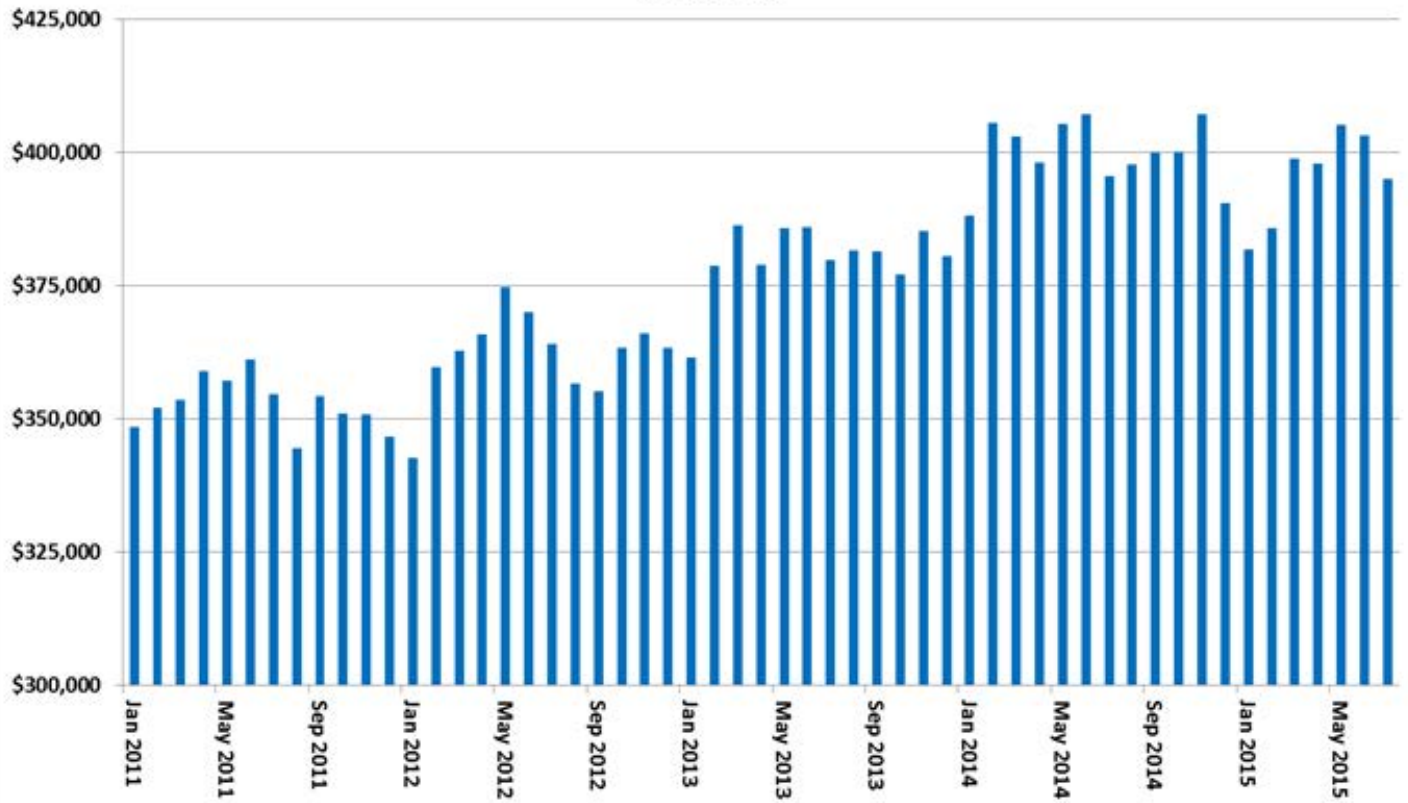
Months of Inventory	Price
0 – 2	price with market to 2% above market
2 – 4	price aggressively with the market
4 – 6	price with market to 2% below
6 – 12	price 10% below the market
12+	price to sell, whatever it takes



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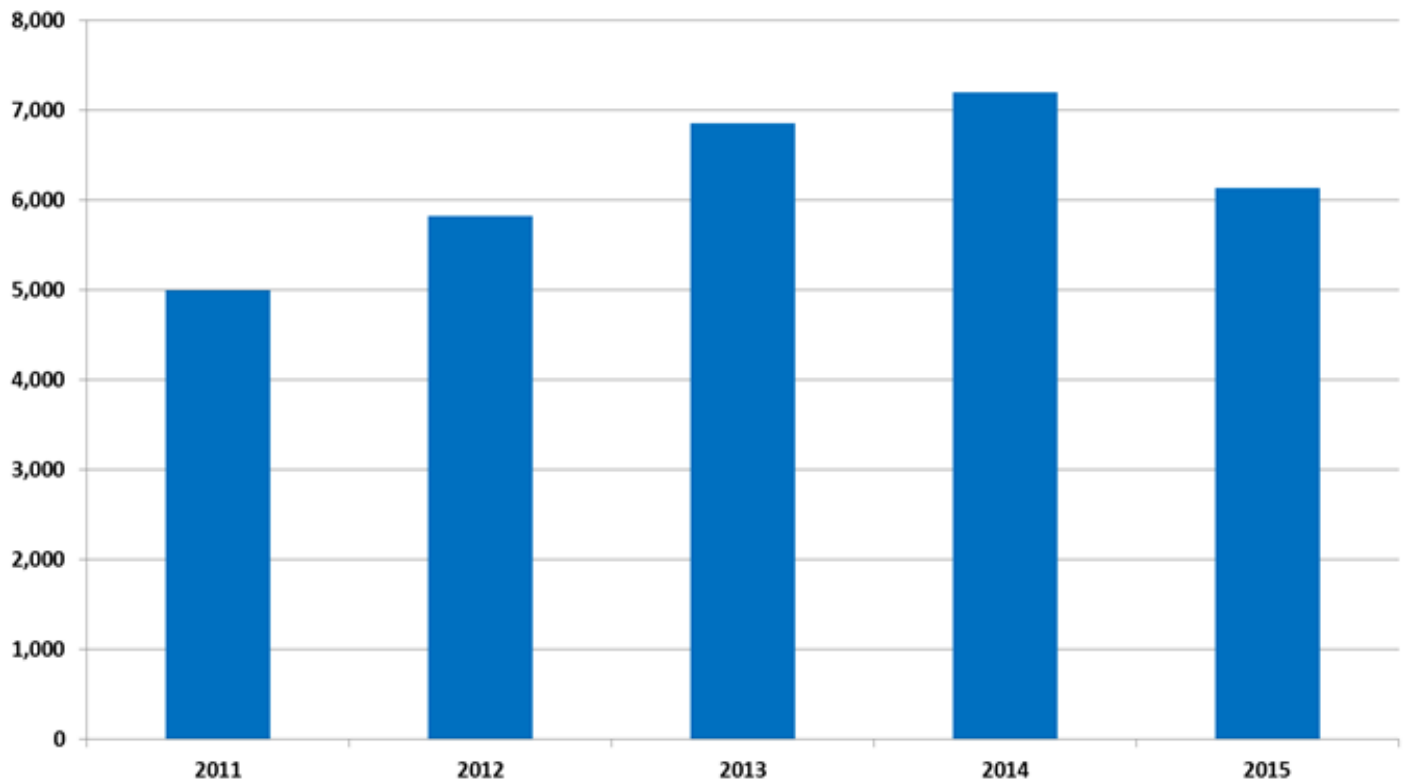
ALBERTA HOUSING STATISTIC REVIEW

Residential Average Price Alberta



Source: The Canadian Real Estate Association

Residential sales activity (July only) Alberta



Source: The Canadian Real Estate Association

Alberta Monthly Summary

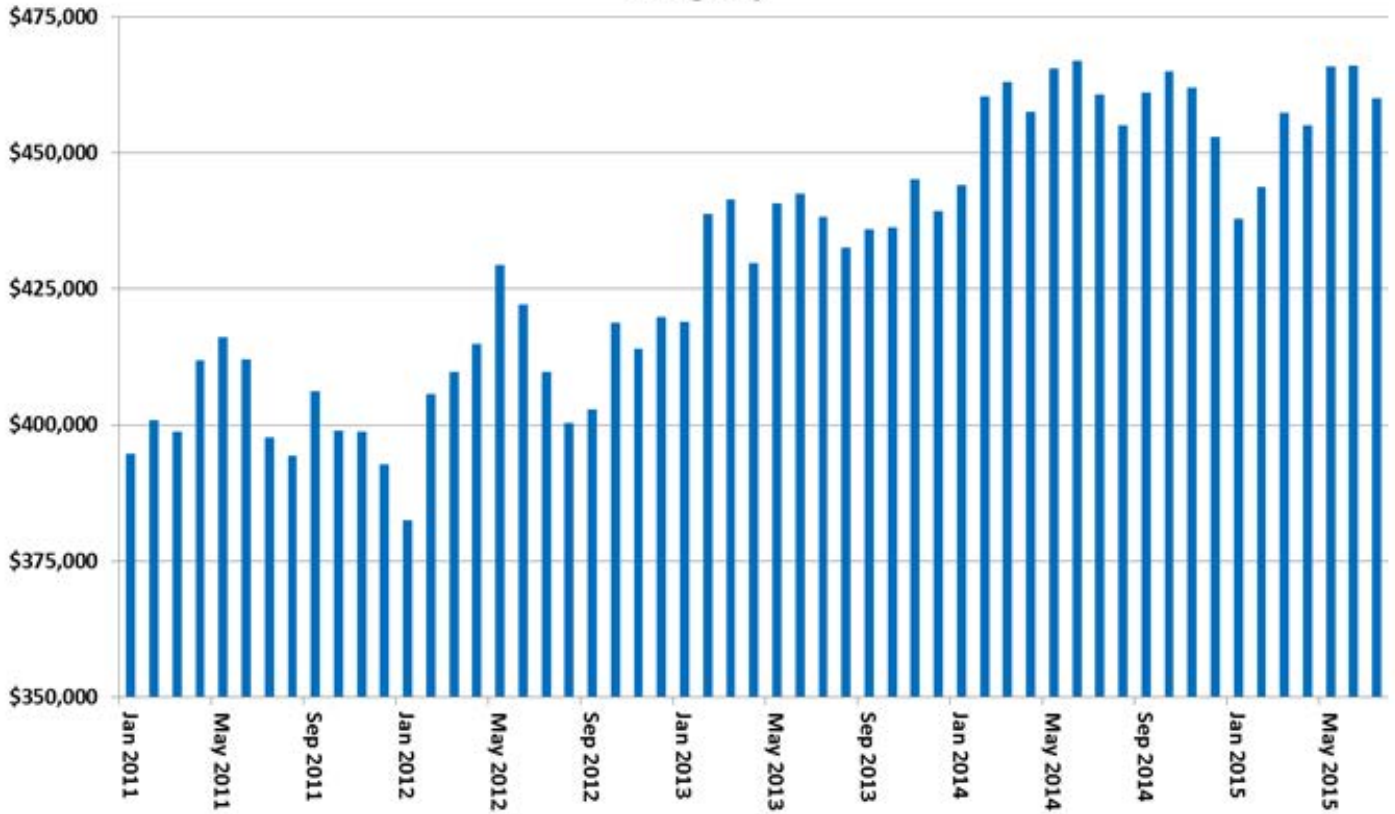
July 2015	Residential Dollar Volume	Total Dollar Volume	Residential Average Price
Alberta West	\$45,747,802	\$52,898,745	\$381,232
Calgary	\$1,178,871,590	\$1,264,839,546	\$459,958
Central Alberta	\$163,082,676	\$173,290,116	\$320,398
Edmonton (Total Board)	\$761,043,832	\$891,124,604	\$368,010
Fort McMurray	\$53,292,499	\$53,617,499	\$573,038
Grande Prairie	\$76,213,450	\$80,832,051	\$322,938
Lethbridge	\$70,482,151	\$73,915,401	\$244,730
Lloydminster	\$23,821,250	\$24,626,250	\$309,367
Medicine Hat	\$42,210,045	\$43,399,545	\$293,125
South Central Alberta	\$8,022,960	\$8,882,960	\$222,860
Alberta	\$2,422,788,255	\$2,667,426,717	\$394,977



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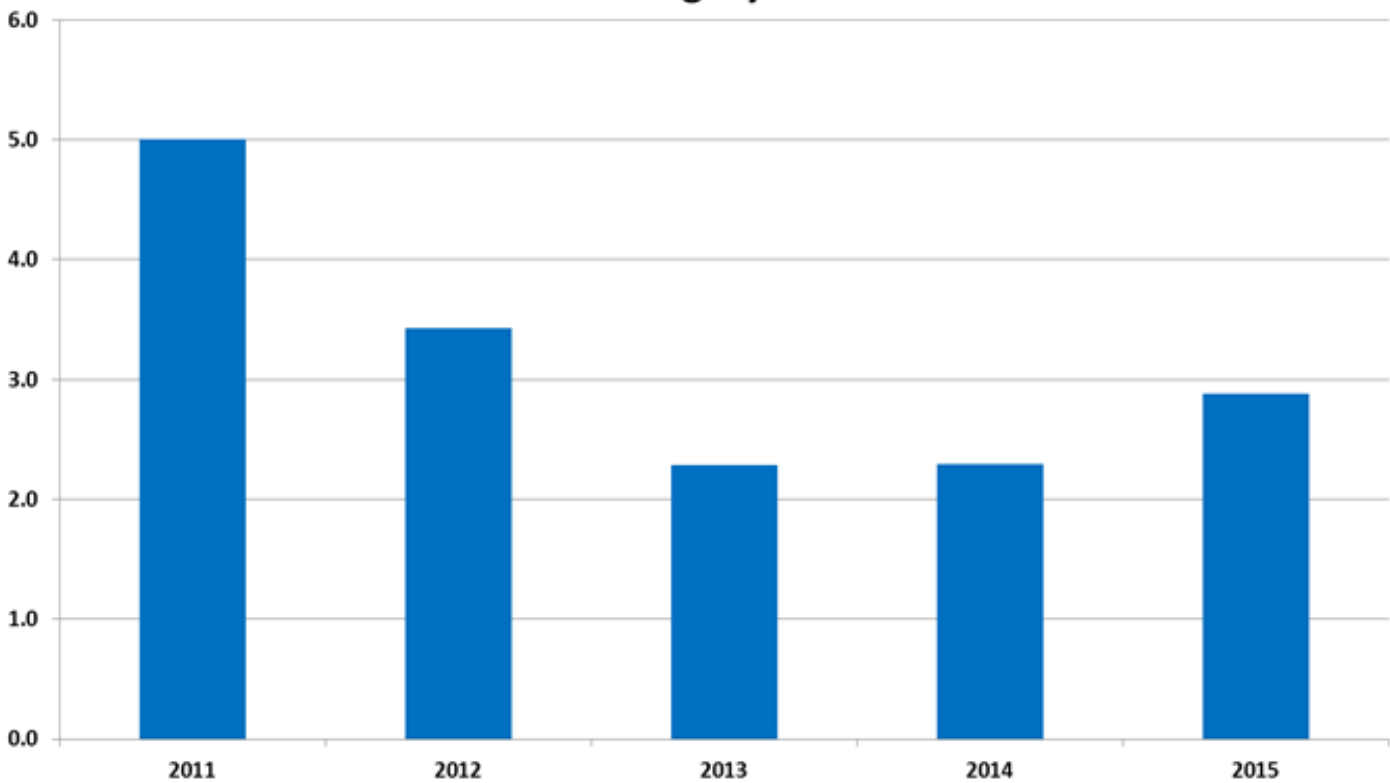
CALGARY HOUSING STATISTIC REVIEW

Residential Average Price Calgary



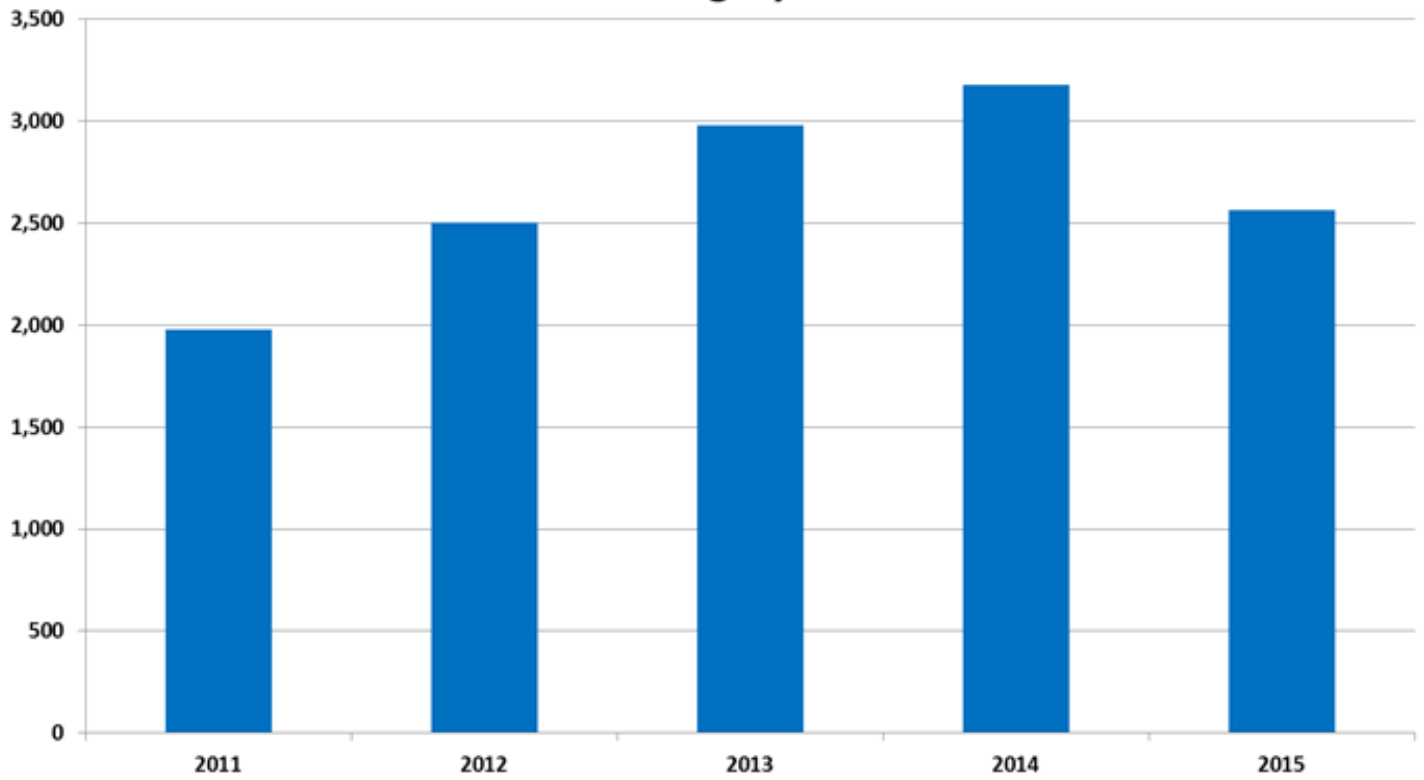
Source: The Canadian Real Estate Association

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



SEPTEMBER 2015

NEIGHBOURHOOD HOUSING STATISTIC REVIEW