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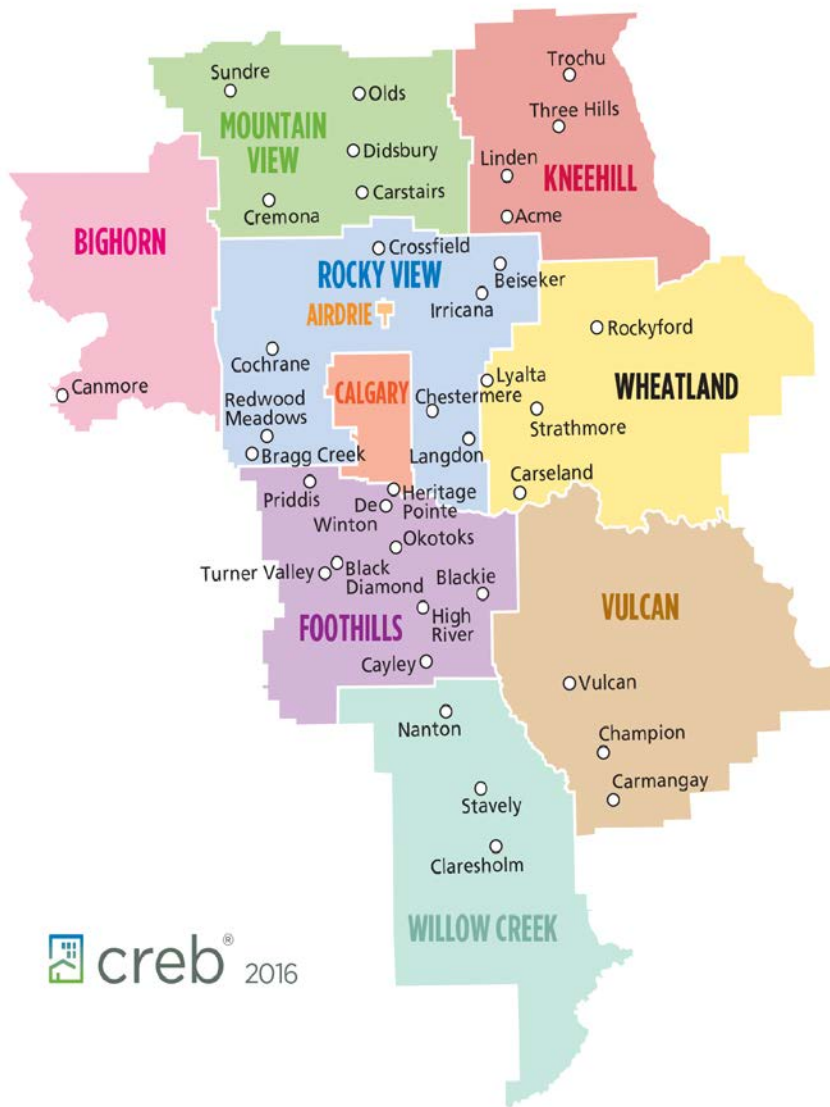
MONTHLY STATISTICS PACKAGE

Calgary Region

September 2018



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REGIONAL HIGHLIGHTS

October 1, 2018

Airdrie

- Airdrie's housing market has exhibited buyer's market conditions so far this year. This is largely due to weak economic conditions that have hindered growth in demand. This does not help alleviate excess supply and has led to a downward pressure on benchmark prices for detached homes.
- Year-to-date total residential sales in Airdrie have declined compared to last year and sit at levels comparable to activity recorded in 2012. Meanwhile, new listings have remained elevated, causing inventories to reach new highs for September.
- Elevated months of supply have continued to place downward pressure on prices. The year-to-date detached benchmark price averaged \$371,244. This is a 1.7 per cent decline from 2017 levels and five per cent below previous highs.

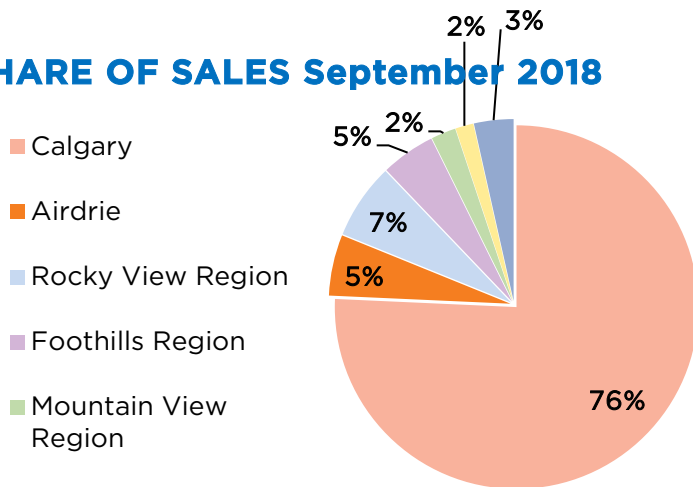
Cochrane

- Affected by similarly weak economic conditions, the housing market in Cochrane has also experienced slight supply-side imbalances.
- Year-to-date sales in the town were recorded at 477 units, 59 units lower than 2017. Sales growth has been trending downward for most of the year. However, levels in 2018 are still higher than those recorded in 2015 and 2016.
- New listings in Cochrane have been persistently growing for most of the year and year-to-date levels are 269 units higher than long-term averages. Inventories have now reached a new September peak at 360 units, leading to elevated months of supply.
- The oversupply in the market has started to cause prices to trend down in the third quarter. However, it has not been enough to erase earlier gains, leaving year-to-date benchmark prices just above last year's levels. So far this year, detached prices remain four per cent below recent highs.

Okotoks

- Okotoks is facing supply pressures in the market due to slowing sales and increases in new listings.
- Despite the presence of oversupply, benchmark prices have managed to remain relatively stable in the third quarter compared to the previous quarter. At \$436,422, year-to-date detached benchmark prices have averaged nearly one per cent higher than the previous year but remain three per cent below previous highs.

SHARE OF SALES September 2018

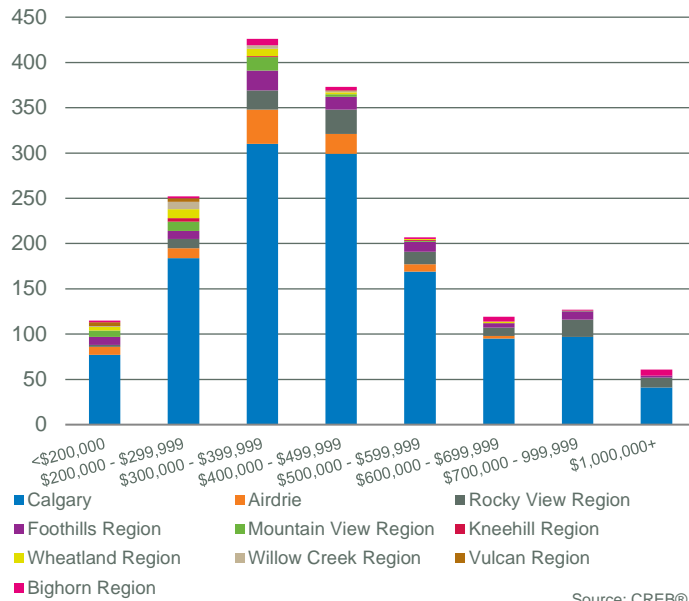


Source: CREB®

September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
City of Calgary	1,272	3,088	41.19%	7,947	6.25	428,700	470,088	414,500	76%
Airdrie	91	199	45.73%	583	6.41	340,400	368,562	365,000	5%
Rocky View Region	113	270	41.85%	1,090	9.65	540,200	599,151	485,000	7%
Foothills Region	81	202	40.10%	766	9.46	387,000	478,415	400,000	5%
Mountain View Region	37	83	44.58%	445	12.03	311,000	310,423	310,900	2%
Kneehill Region	6	12	50.00%	106	17.67	-	313,125	274,875	0%
Wheatland Region	27	61	44.26%	255	9.44	229,400	321,328	296,500	2%
Willow Creek Region	14	23	60.87%	112	8.00	-	289,671	275,000	1%
Vulcan Region	9	9	100.00%	92	10.22	-	222,461	205,000	1%
Bighorn Region	30	37	81.08%	119	3.97	-	634,314	522,500	2%
CREB® Economic Region	1,680	3,984	42.17%	11,515	6.85	424,200	467,306	407,250	100%

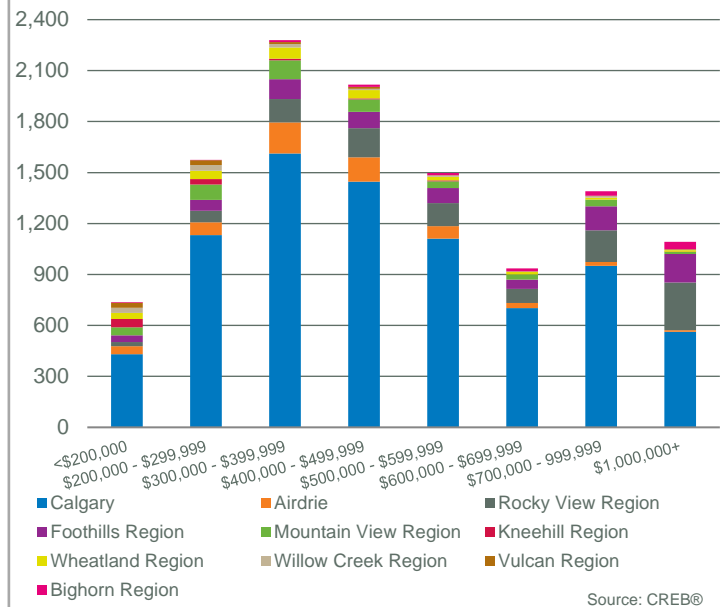
CREB® SALES BY PRICE RANGE

SEPTEMBER



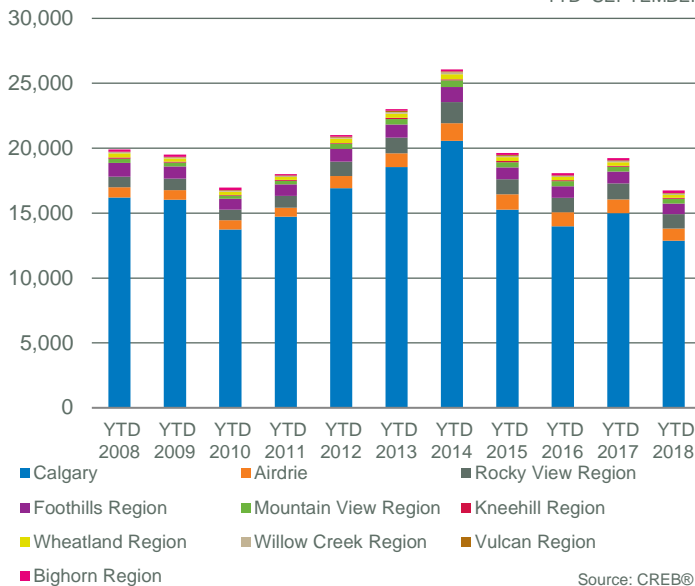
CREB® INVENTORY BY PRICE RANGE

SEPTEMBER



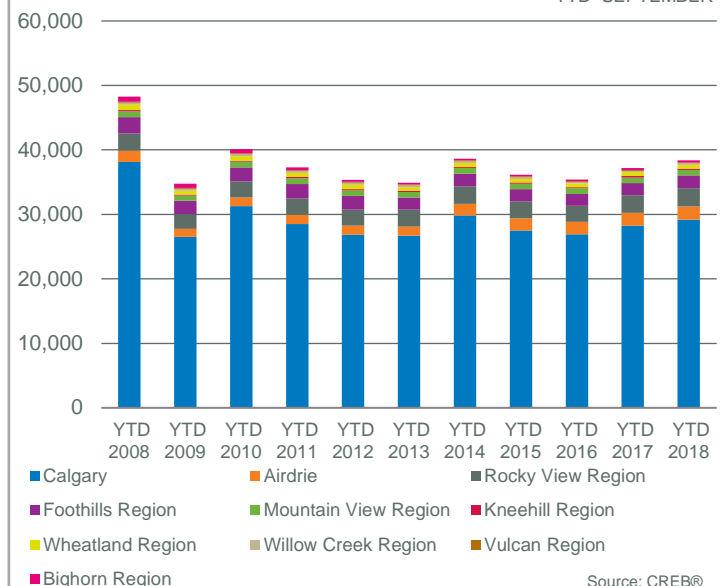
CREB® TOTAL SALES: YEAR-TO-DATE

YTD SEPTEMBER



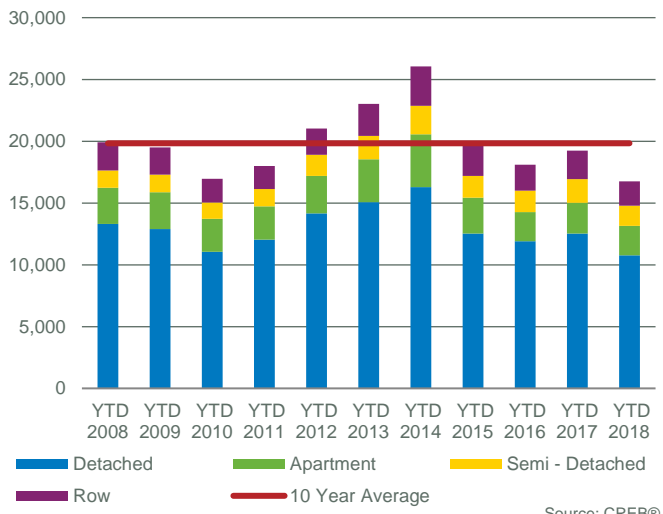
CREB® TOTAL NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER



CREB® ECONOMIC REGION TOTAL SALES

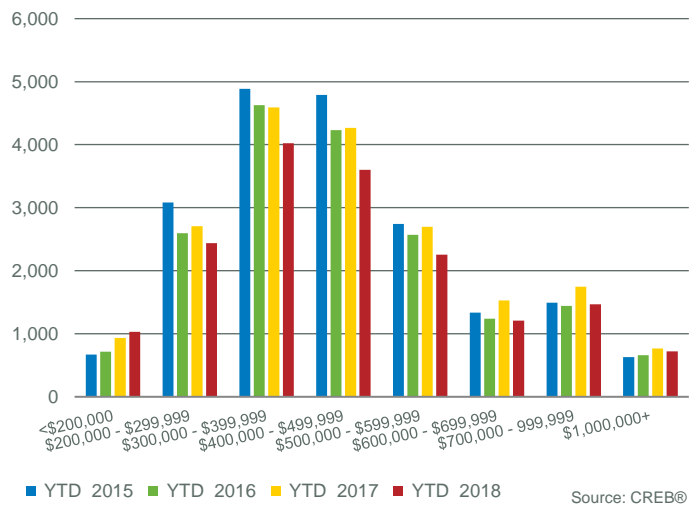
YTD SEPTEMBER



Source: CREB®

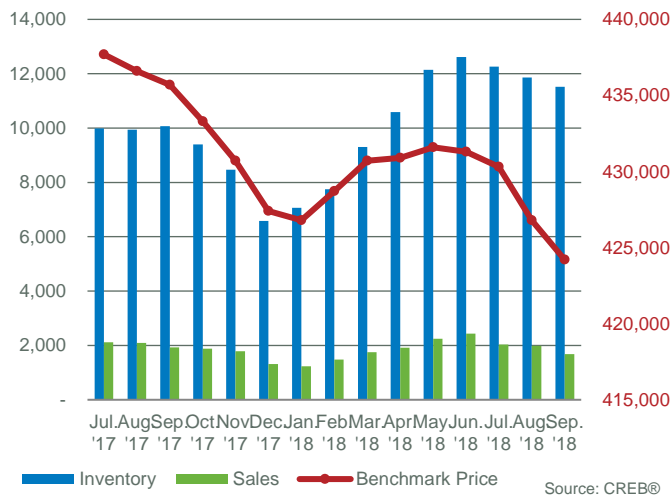
CREB® ECONOMIC REGION TOTAL SALES BY PRICE RANGE

YTD SEPTEMBER



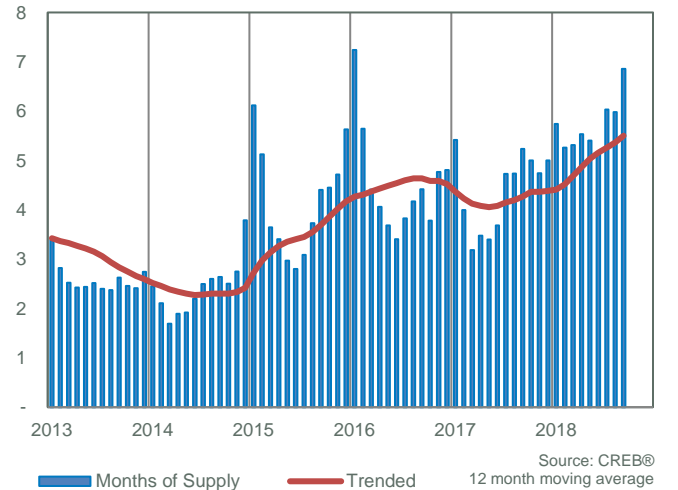
Source: CREB®

CREB® ECONOMIC REGION INVENTORY AND SALES



Source: CREB®

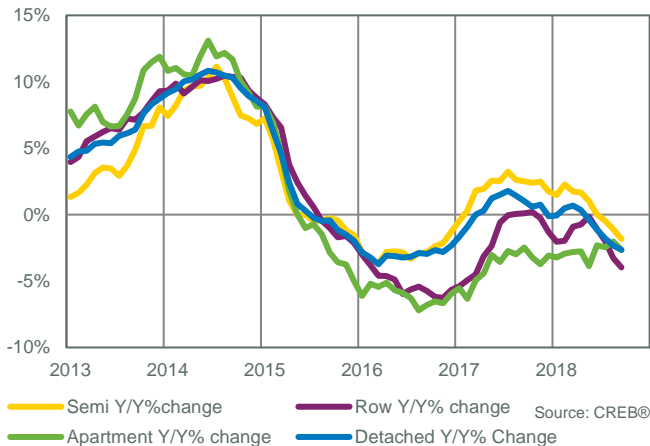
CREB® ECONOMIC REGION MONTHS OF INVENTORY



Source: CREB®

12 month moving average

CREB® ECONOMIC REGION PRICE CHANGE



Source: CREB®

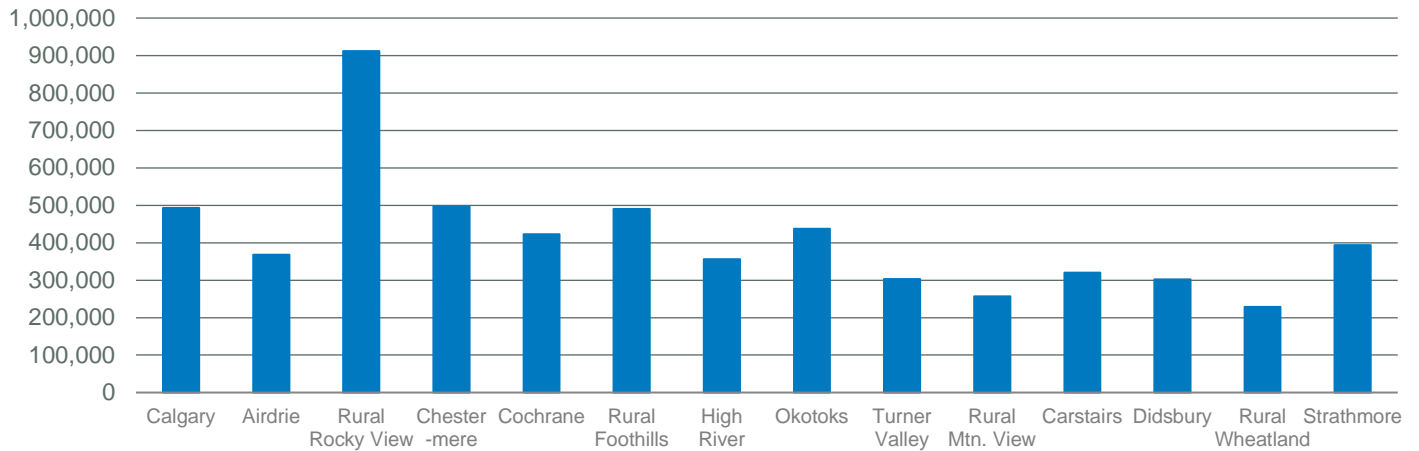
CREB® ECONOMIC REGION PRICES



Source: CREB®

DETACHED BENCHMARK PRICE

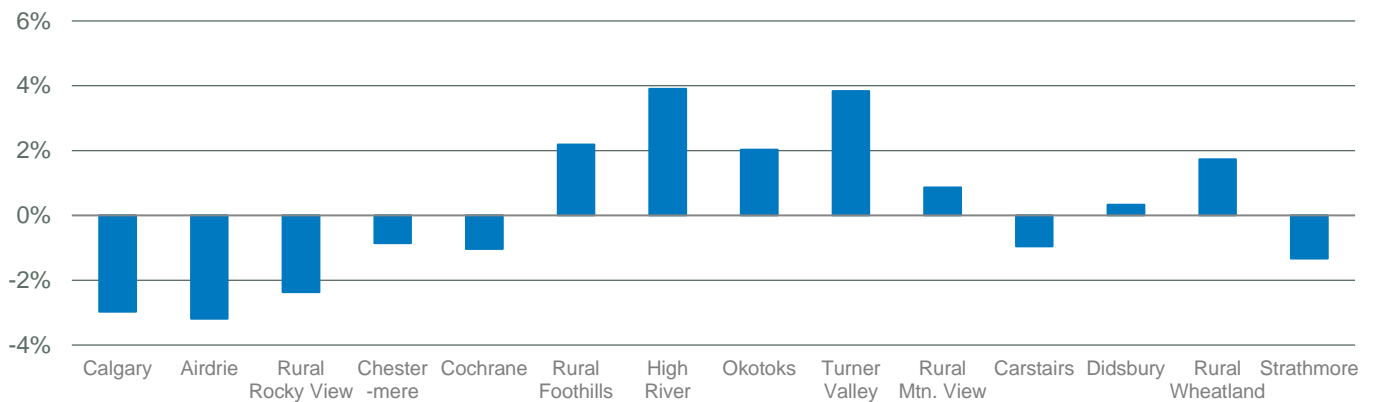
SEPTEMBER



Source: CREB®

YEAR OVER YEAR PRICE GROWTH COMPARISONS

SEPTEMBER



Source: CREB®

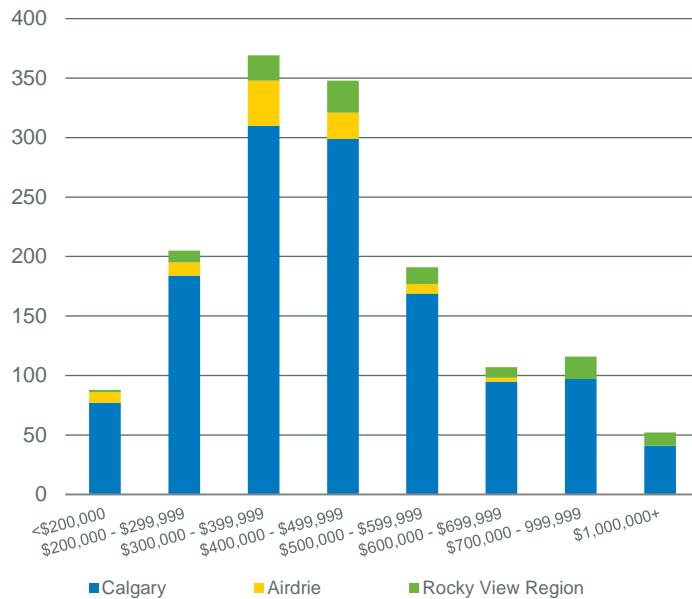
TYPICAL HOME ATTRIBUTES - DETACHED HOMES

	Gross Living Area (Above Ground)	Lot Size	Above Ground Bedrooms	Year Built	Full Bathrooms	Half Bathrooms
City of Calgary	1,341	4,908	3	1991	2	1
Airdrie	1,390	4,653	3	2002	2	1
Rural Rocky View	1,837	3,735	3	1997	2	1
Cochrane	1,494	5,520	3	1998	2	1
Chestermere	1,871	5,511	3	2003	2	1
Rural Foothills	1,723	Unavailable	3	1995	2	0
High River	1,312	5,646	3	1996	2	0
Okotoks	1,491	4,973	3	2002	2	1
Turner Valley	1,221	6,241	3	1993	2	0
Rural Mountain View	1,315	5,999	3	1989	2	0
Carstairs	1,298	6,583	3	2001	2	0
Didsbury	1,238	6,444	3	1981	2	0
Rural Wheatland	1,298	6,024	3	1979	2	0
Strathmore	1,265	5,562	3	2000	2	0

Sep. 18

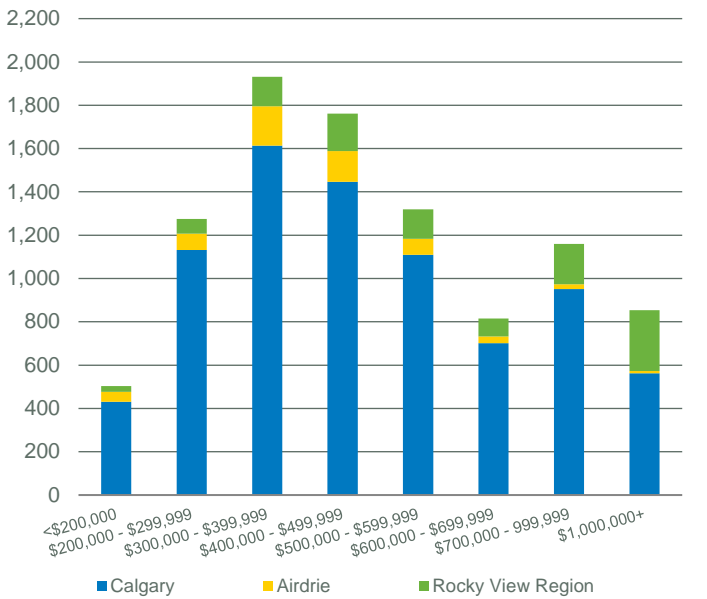
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City of Calgary	1,272	3,088	41.19%	7,947	6.25	428,700	470,088	414,500	86%
Airdrie	91	199	45.73%	583	6.41	340,400	368,562	365,000	6%
Rocky View Region	113	270	41.85%	1,090	9.65	540,200	599,151	485,000	8%
Calgary CMA	1,476	3,557	41.50%	9,620	6.52	427,900	473,710	415,000	100%

CALGARY CMA SALES BY PRICE RANGE SEPTEMBER



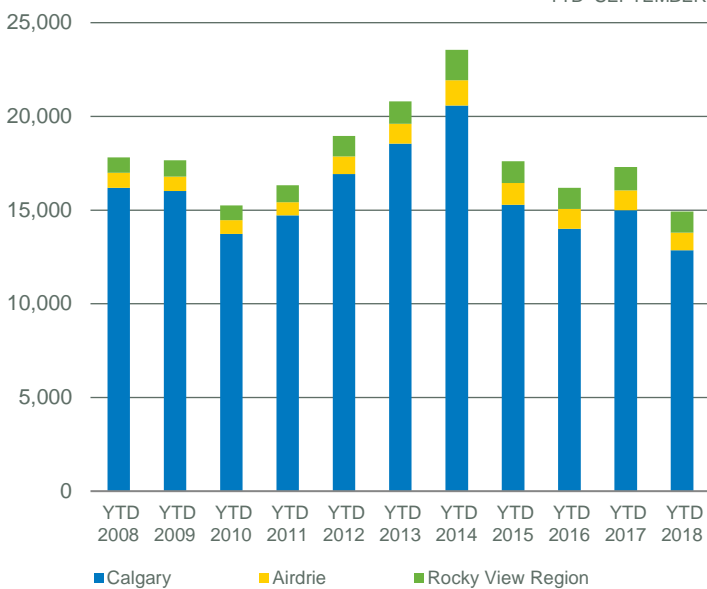
Source: CREB®

CALGARY CMA INVENTORY BY PRICE RANGE SEPTEMBER



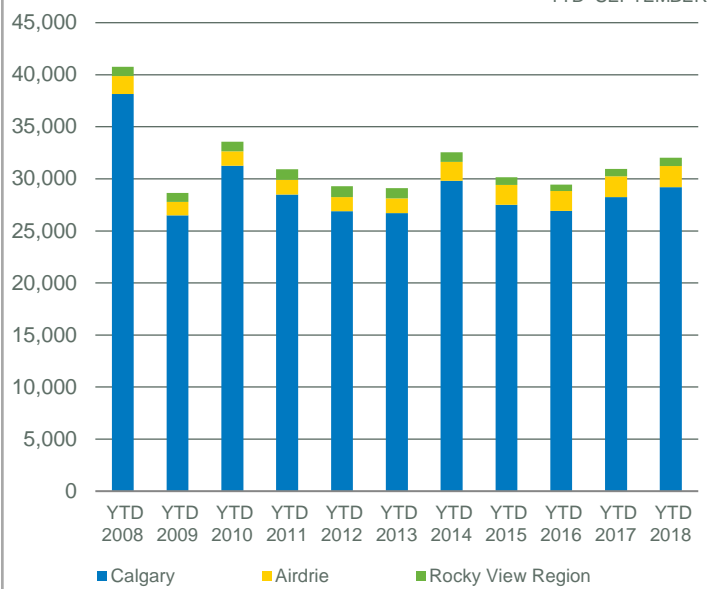
Source: CREB®

CALGARY CMA SALES: YEAR-TO-DATE YTD SEPTEMBER



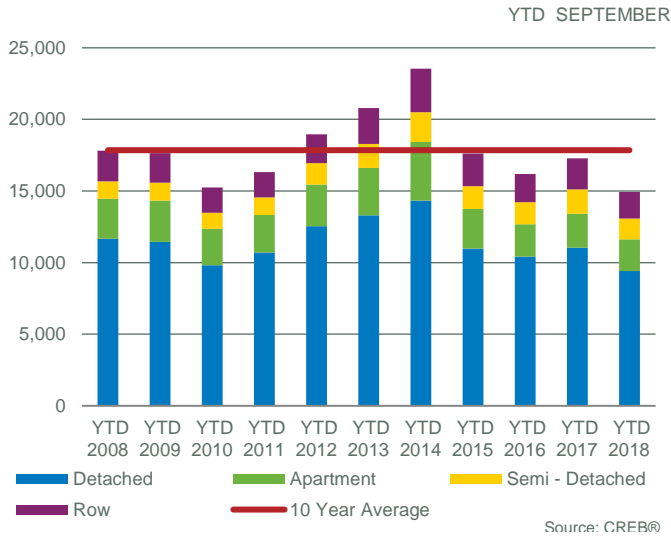
Source: CREB®

CALGARY CMA NEW LISTINGS: YEAR-TO-DATE YTD SEPTEMBER

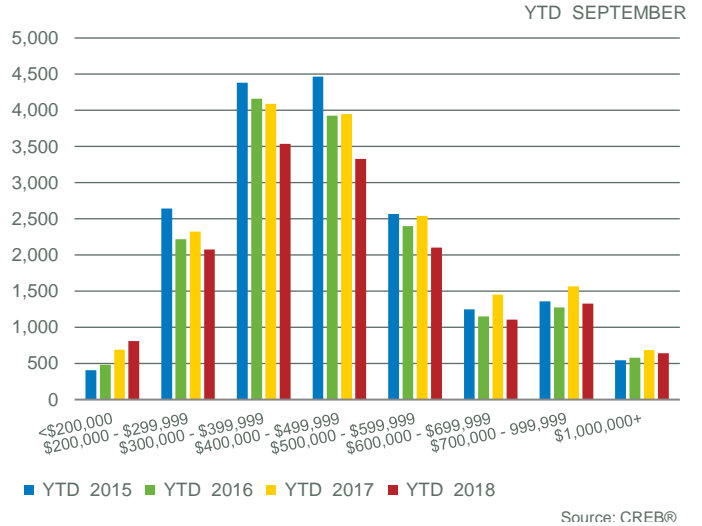


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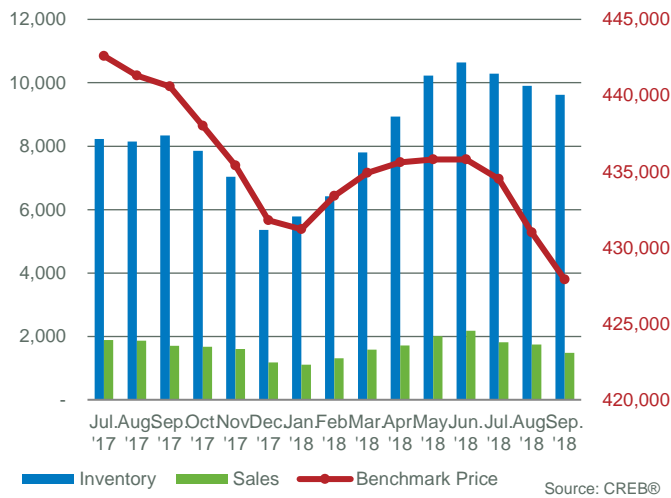
CALGARY CMA TOTAL SALES



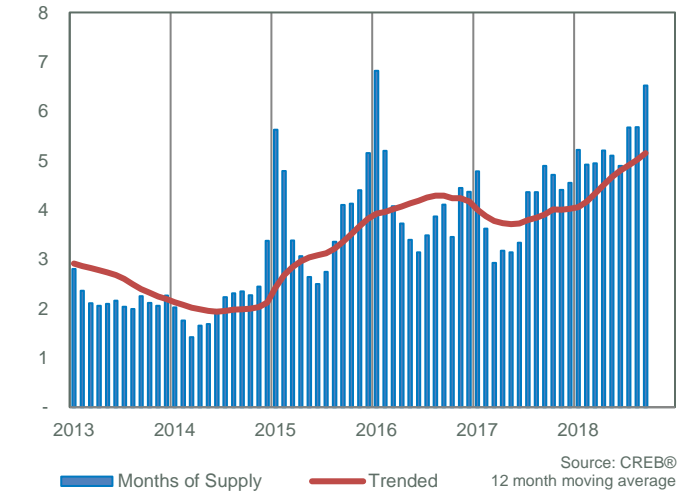
CALGARY CMA TOTAL SALES BY PRICE RANGE



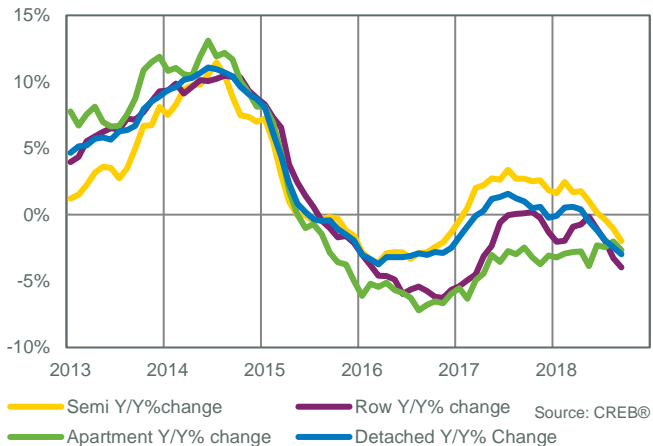
CALGARY CMA INVENTORY AND SALES



CALGARY CMA MONTHS OF INVENTORY



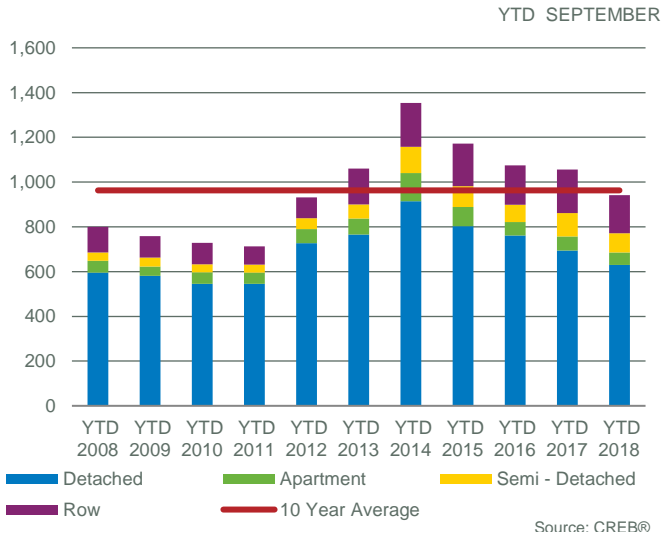
CALGARY CMA PRICE CHANGE



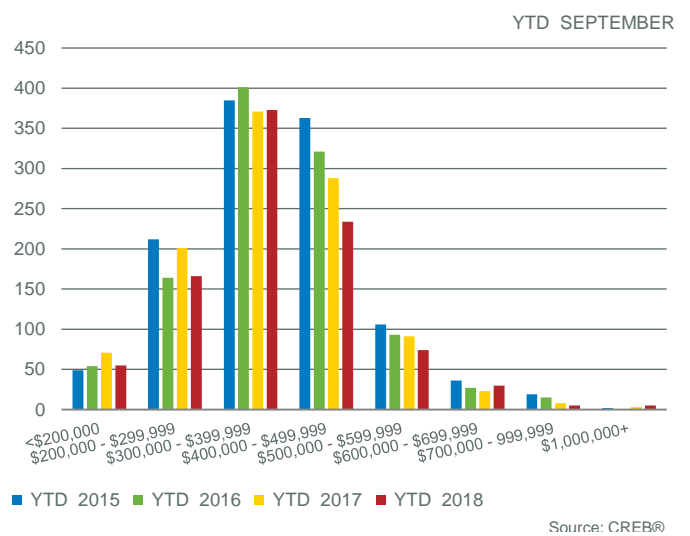
CALGARY CMA PRICES



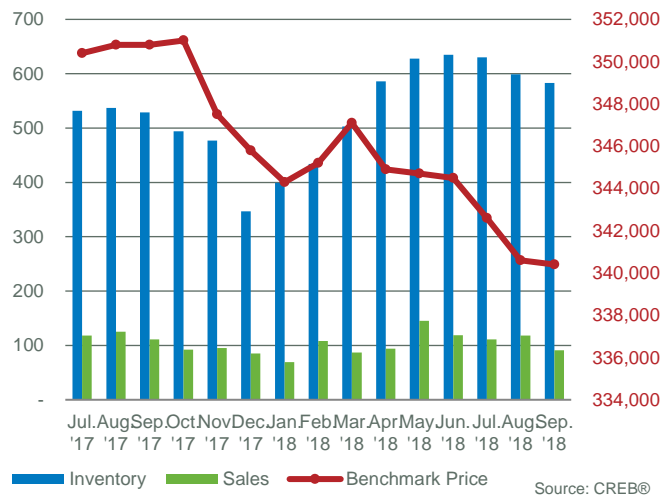
AIRDRIE TOTAL SALES



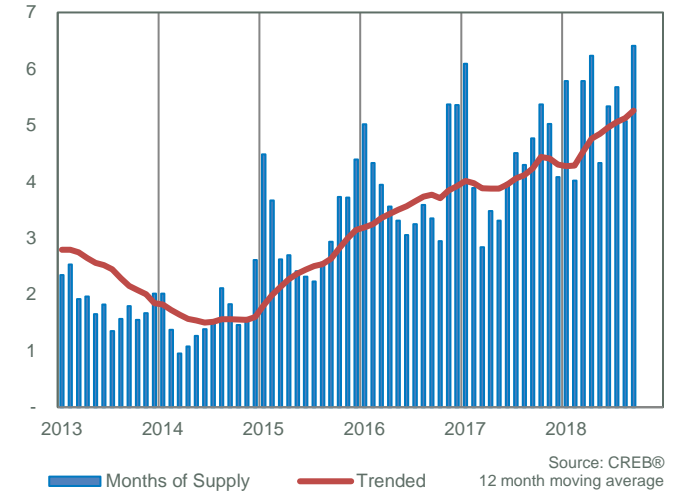
AIRDRIE TOTAL SALES BY PRICE RANGE



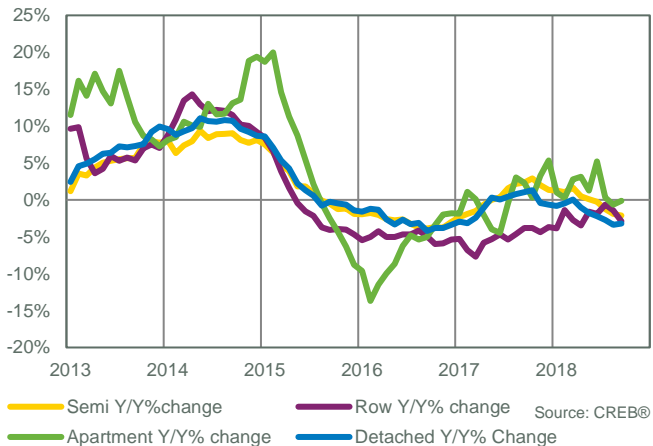
AIRDRIE INVENTORY AND SALES



AIRDRIE MONTHS OF INVENTORY



AIRDRIE PRICE CHANGE



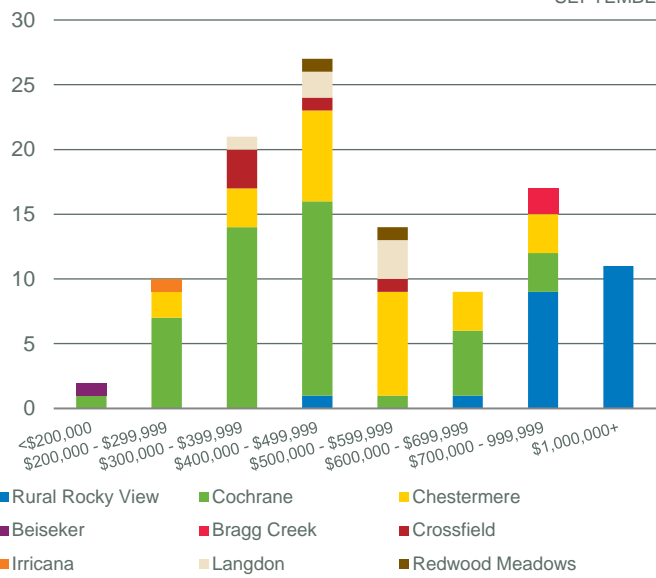
AIRDRIE PRICES



September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Rocky View Region	113	270	41.85%	1,090	9.65	540,200	599,151	485,000	100%
Rural Rocky View	22	88	25.00%	390	17.73	913,400	1,132,105	959,950	19%
Beiseker	1	3	33.33%	10	10.00	-	87,000	87,000	1%
Bragg Creek	2	2	100.00%	20	10.00	-	850,000	850,000	2%
Chestermere	26	58	44.83%	188	7.23	485,500	510,204	505,000	23%
Cochrane	46	84	54.76%	360	7.83	423,200	431,886	402,500	41%
Crossfield	5	10	50.00%	42	8.40	-	408,080	399,900	4%
Irricana	1	3	33.33%	13	13.00	-	273,000	273,000	1%
Langdon	6	16	37.50%	38	6.33	-	488,083	500,000	5%
Redwood Meadows	2	4	50.00%	15	7.50	-	479,389	479,389	2%
Other	2	2	100.00%	14	7.00	-	839,000	839,000	2%

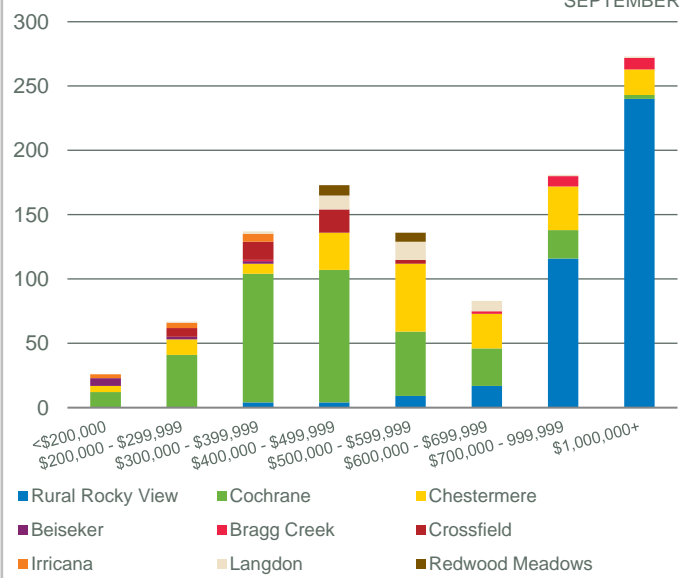
SALES BY PRICE RANGE

SEPTEMBER



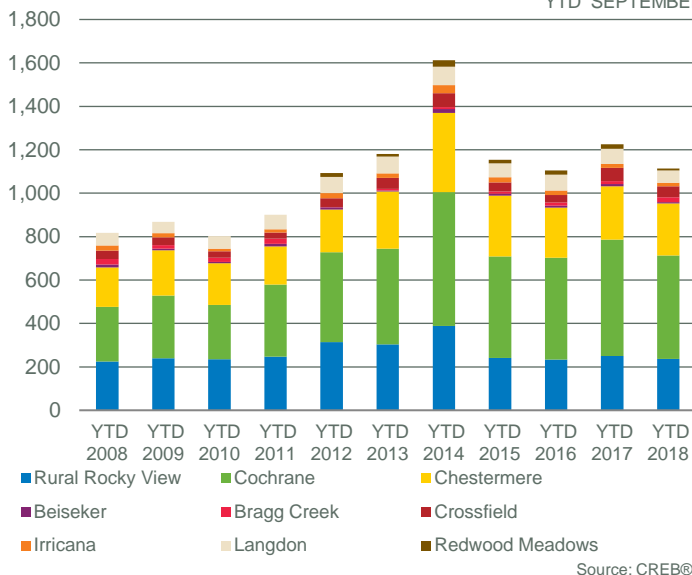
INVENTORY BY PRICE RANGE

SEPTEMBER



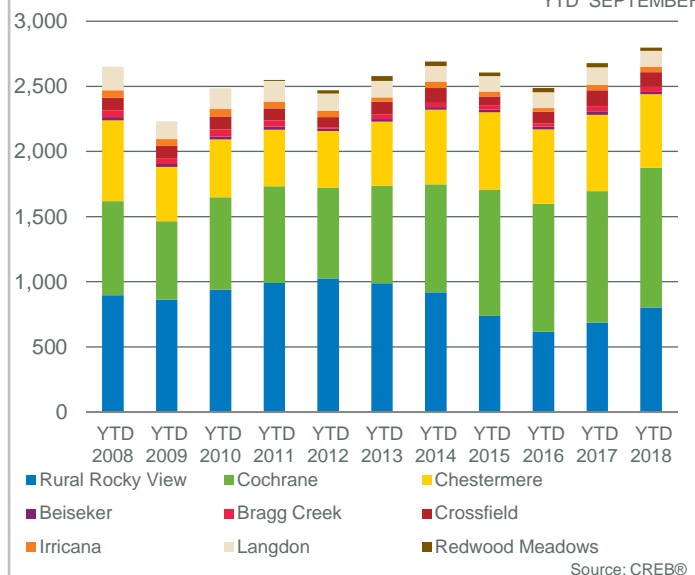
ROCKY VIEW SALES: YEAR-TO-DATE

YTD SEPTEMBER



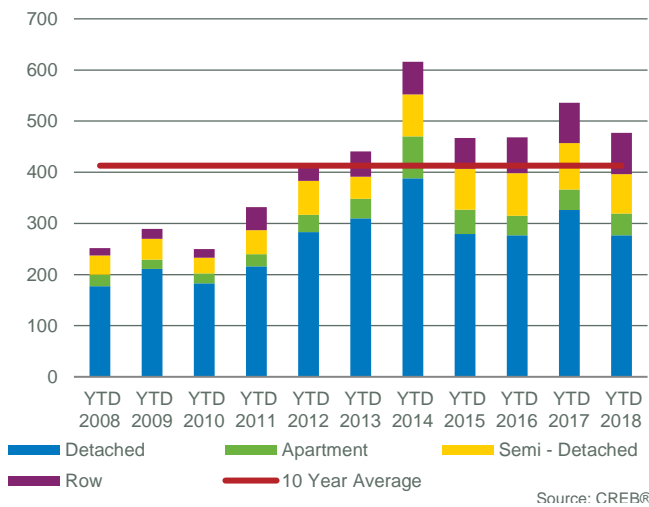
ROCKY VIEW NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER



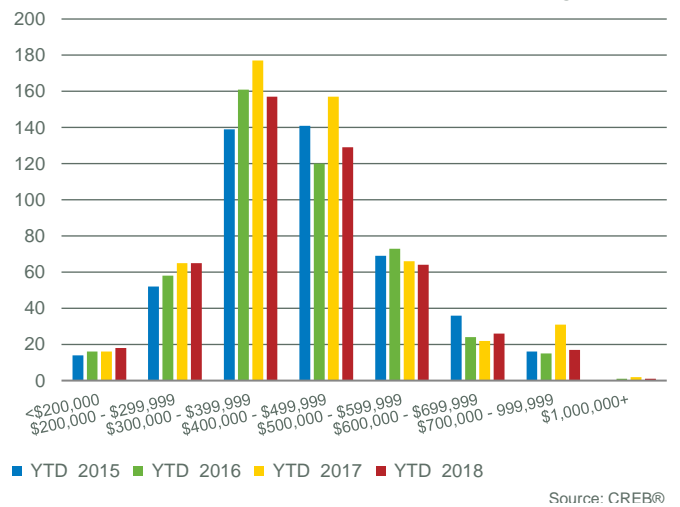
COCHRANE TOTAL SALES

YTD SEPTEMBER

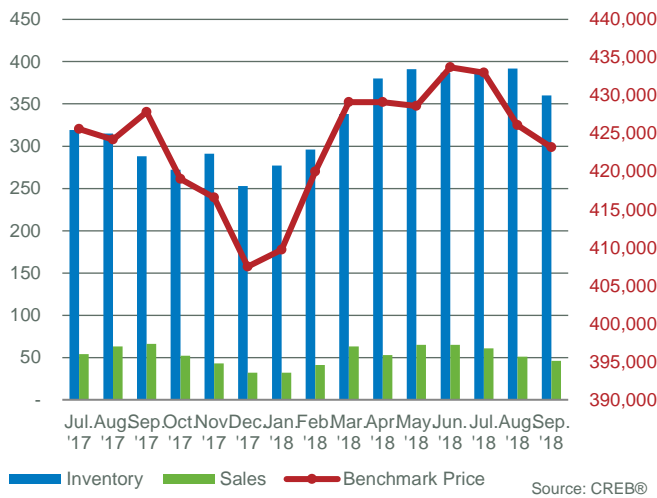


COCHRANE TOTAL SALES BY PRICE RANGE

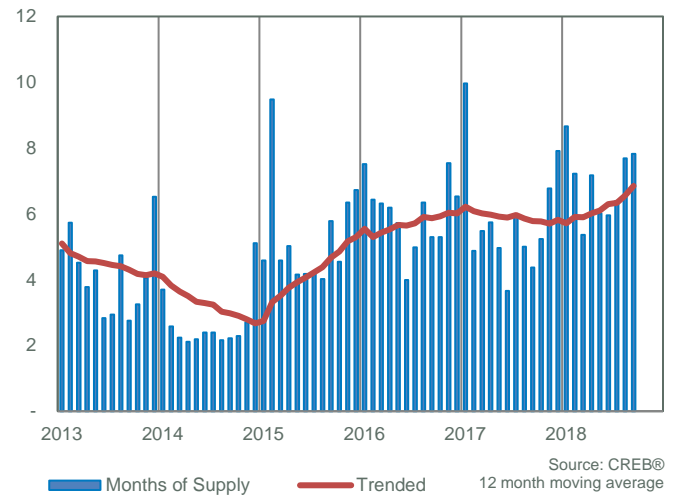
YTD SEPTEMBER



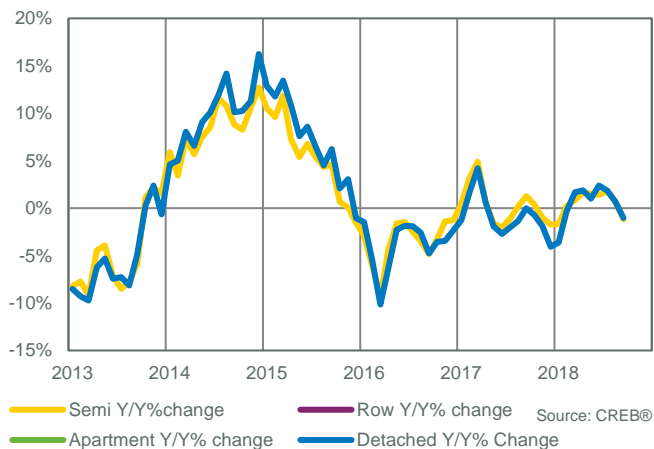
COCHRANE INVENTORY AND SALES



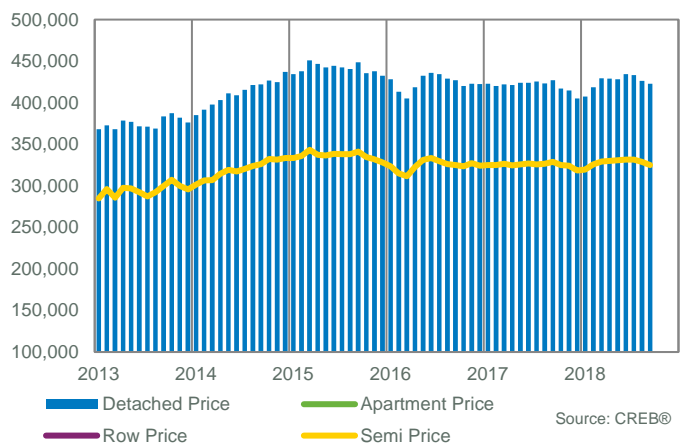
COCHRANE MONTHS OF INVENTORY



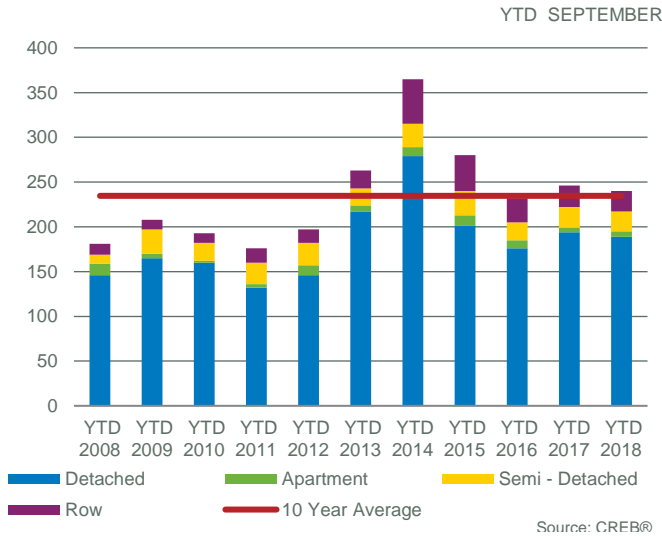
COCHRANE PRICE CHANGE



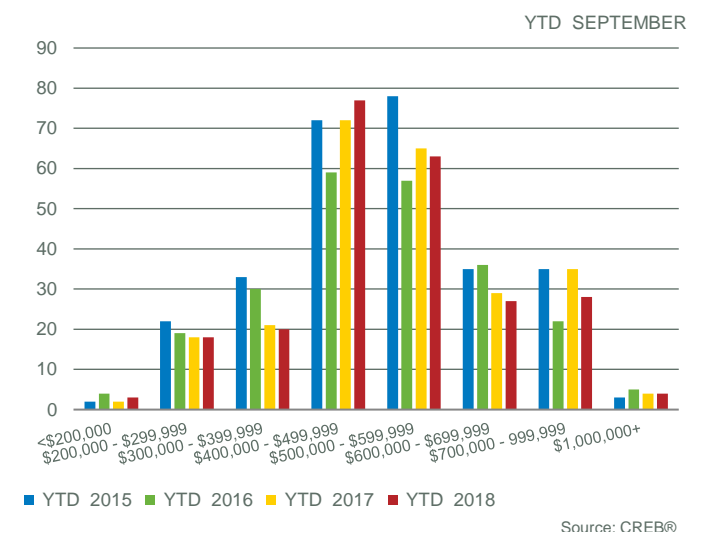
COCHRANE PRICES



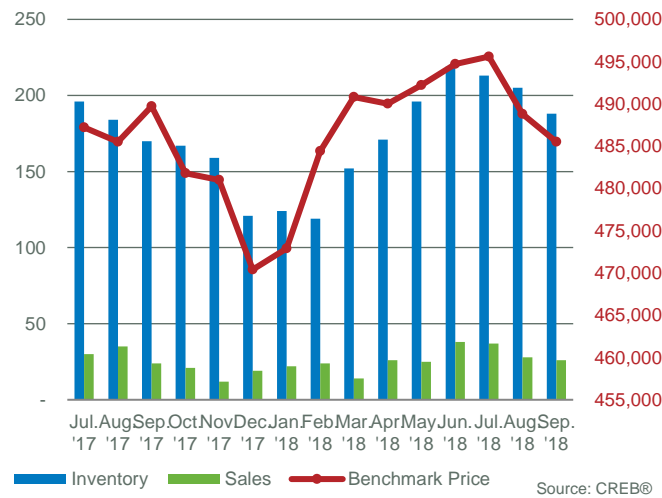
CHESTERMERE TOTAL SALES



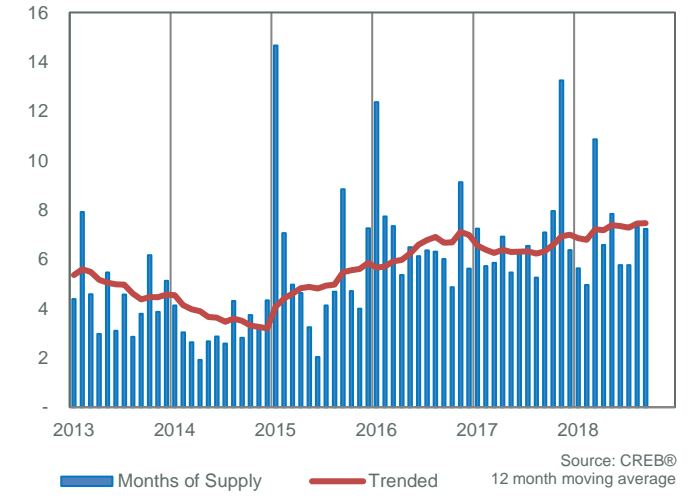
CHESTERMERE TOTAL SALES BY PRICE RANGE



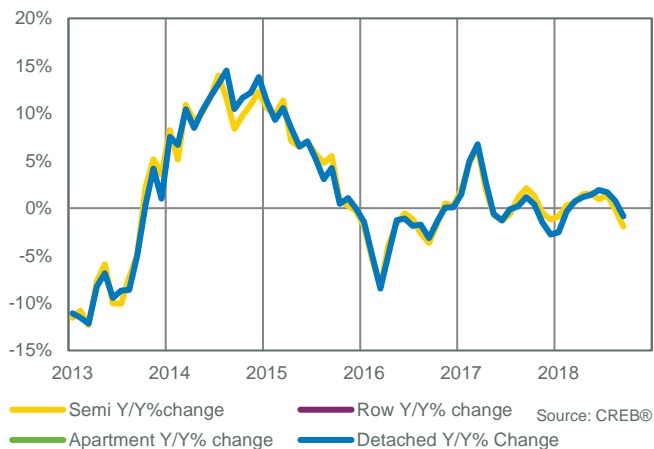
CHESTERMERE INVENTORY AND SALES



CHESTERMERE MONTHS OF INVENTORY



CHESTERMERE PRICE CHANGE

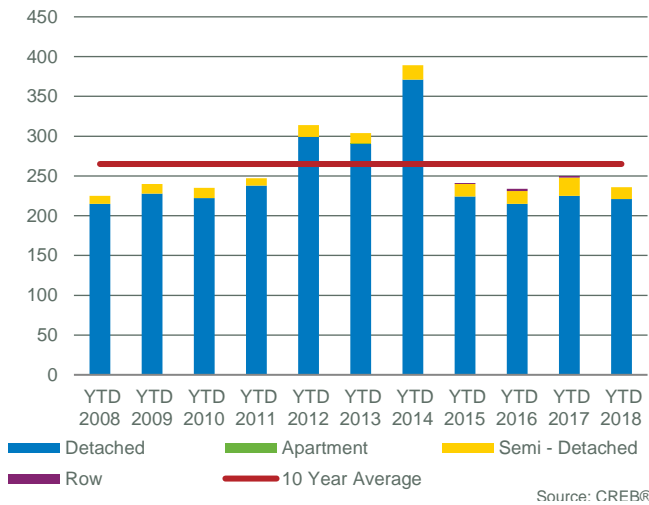


CHESTERMERE PRICES



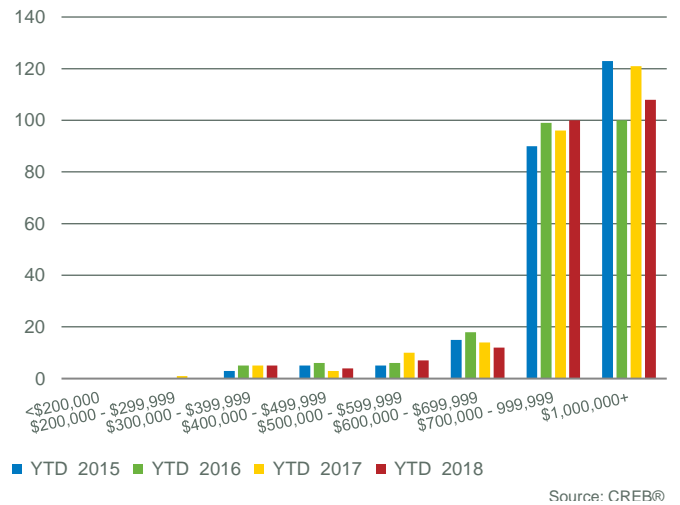
RURAL ROCKY VIEW TOTAL SALES

YTD SEPTEMBER

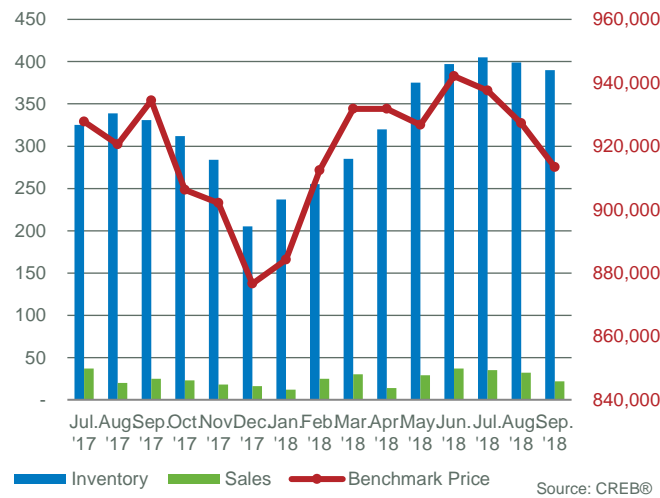


RURAL ROCKY VIEW TOTAL SALES BY PRICE RANGE

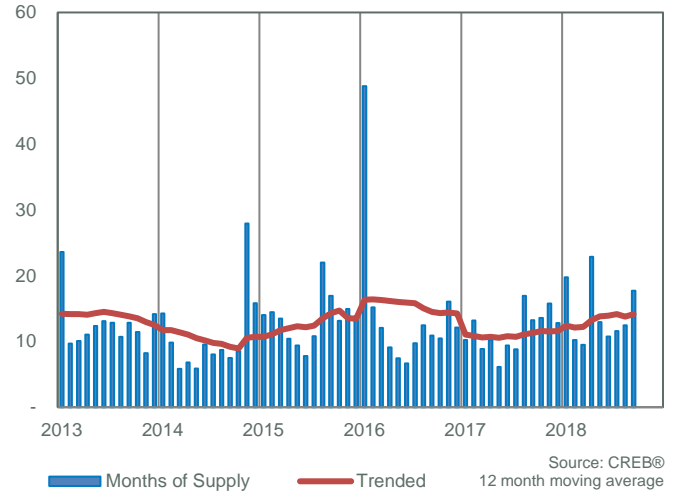
YTD SEPTEMBER



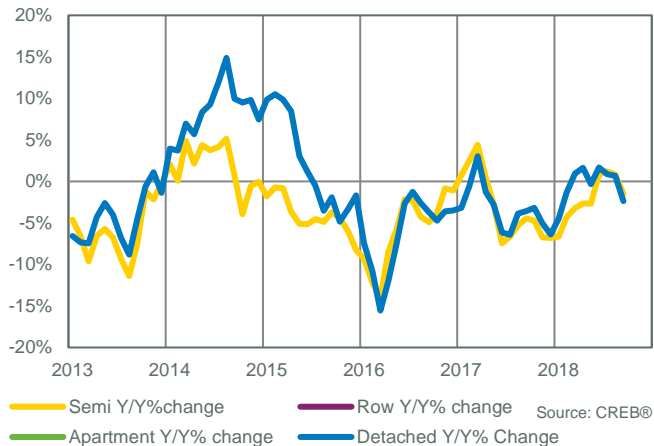
RURAL ROCKY VIEW INVENTORY AND SALES



RURAL ROCKY VIEW MONTHS OF INVENTORY



RURAL ROCKY VIEW PRICE CHANGE



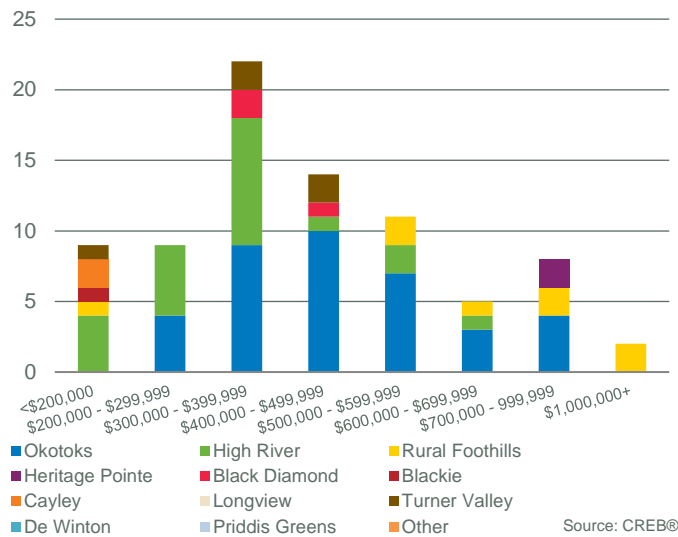
RURAL ROCKY VIEW PRICES



September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Foothills Region	81	202	40.10%	674	8.32	387,000	478,415	400,000	100%
Rural Foothills	8	43	18.60%	243	30.38	478,700	995,100	687,500	10%
Black Diamond	3	9	33.33%	31	10.33	-	377,167	366,000	4%
Blackie	1	0	-	0	0.00	-	182,500	182,500	1%
Cayley	2	2	100.00%	5	2.50	-	170,000	170,000	2%
De Winton	0	0	-	1	-	-	-	-	0%
Heritate Pointe	2	6	33.33%	40	20.00	-	722,500	722,500	2%
High River	22	49	44.90%	130	5.91	348,600	331,741	326,250	27%
Okotoks	37	84	44.05%	267	7.22	428,700	476,027	422,500	46%
Turner Valley	5	8	62.50%	29	5.80	300,000	372,100	397,500	6%
Priddis Greens	1	0	-	14	14.00	-	920,000	920,000	1%
Longview	0	0	-	1	-	-	-	-	0%
Other	0	1	0.00%	6	-	-	-	-	0%

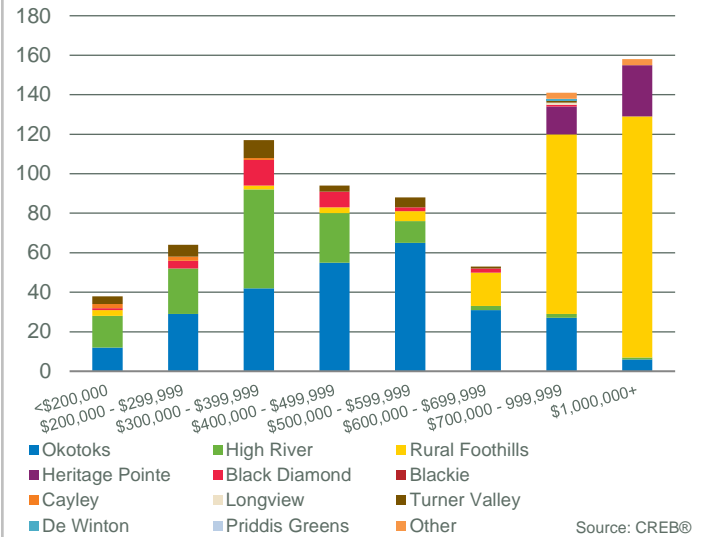
SALES BY PRICE RANGE

SEPTEMBER



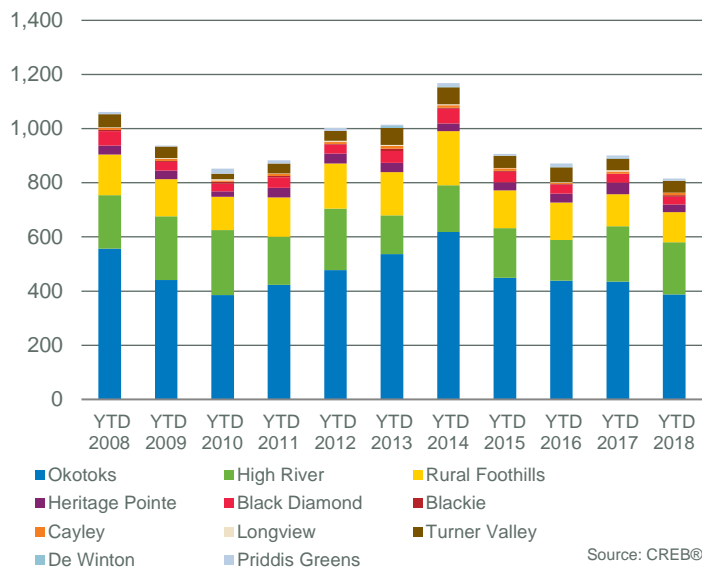
INVENTORY BY PRICE RANGE

SEPTEMBER



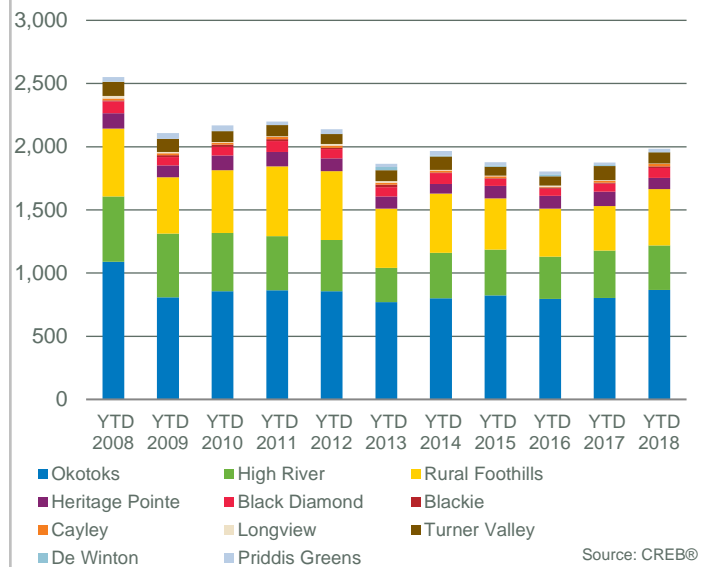
FOOTHILLS SALES: YEAR-TO-DATE

YTD SEPTEMBER



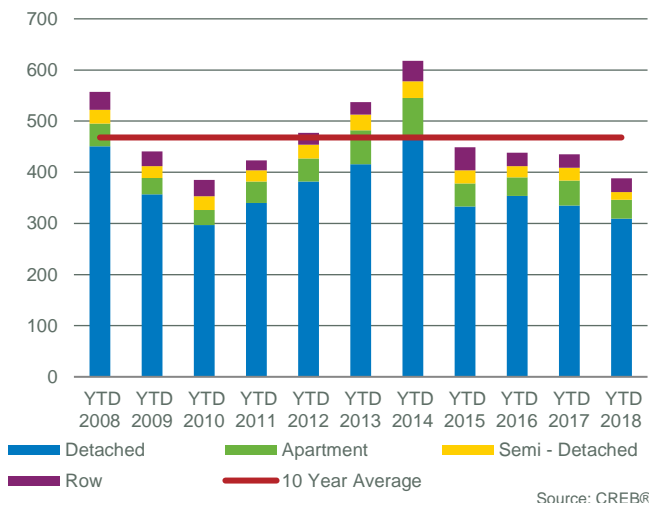
FOOTHILLS NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER



OKOTOKS TOTAL SALES

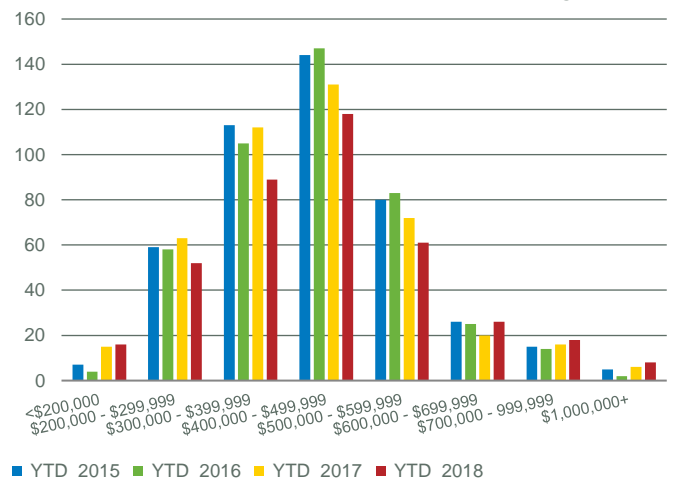
YTD SEPTEMBER



Source: CREB®

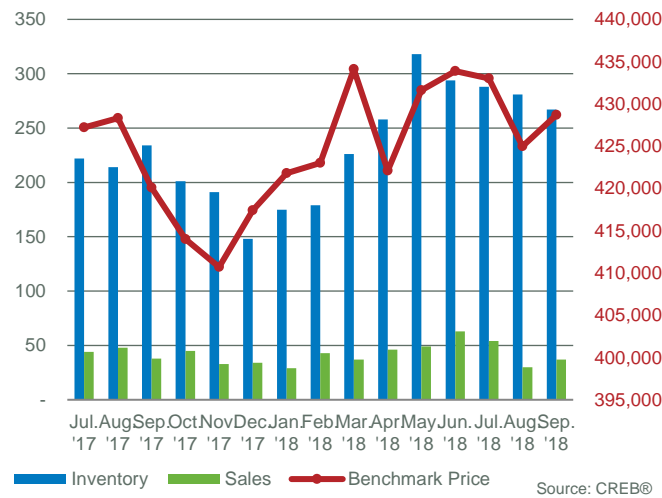
OKOTOKS TOTAL SALES BY PRICE RANGE

YTD SEPTEMBER



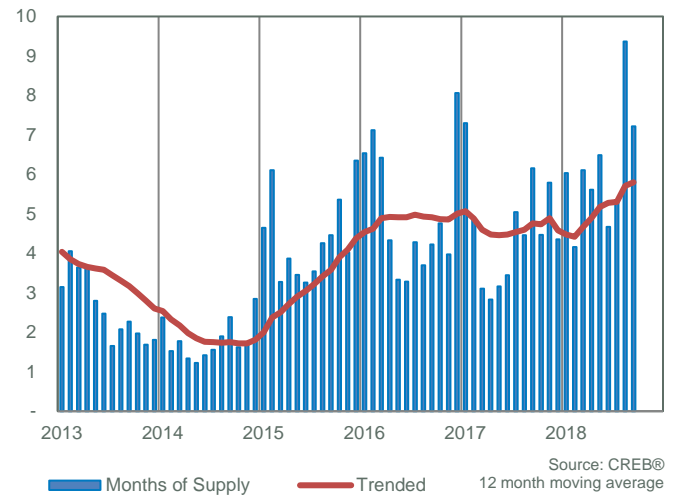
Source: CREB®

OKOTOKS INVENTORY AND SALES



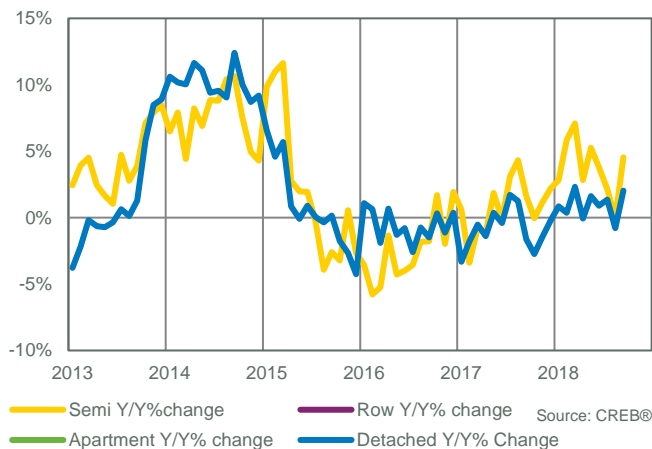
Source: CREB®

OKOTOKS MONTHS OF INVENTORY



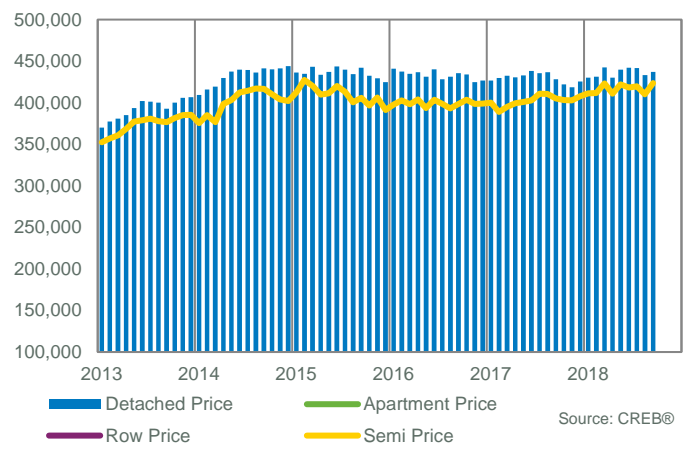
Source: CREB®

OKOTOKS PRICE CHANGE



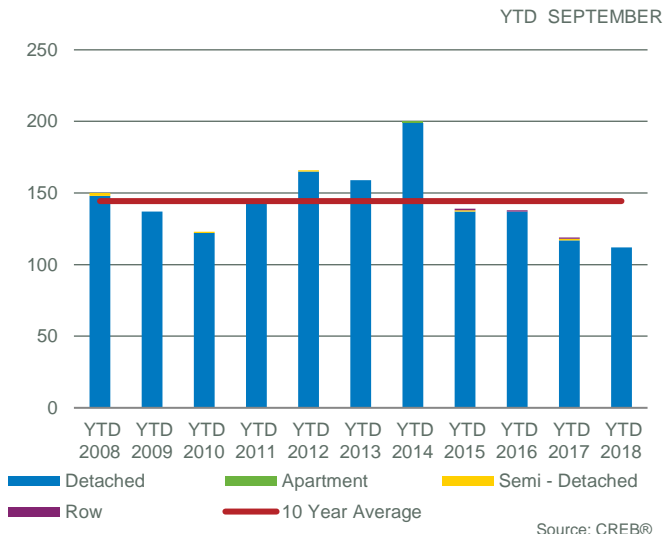
Source: CREB®

OKOTOKS PRICES

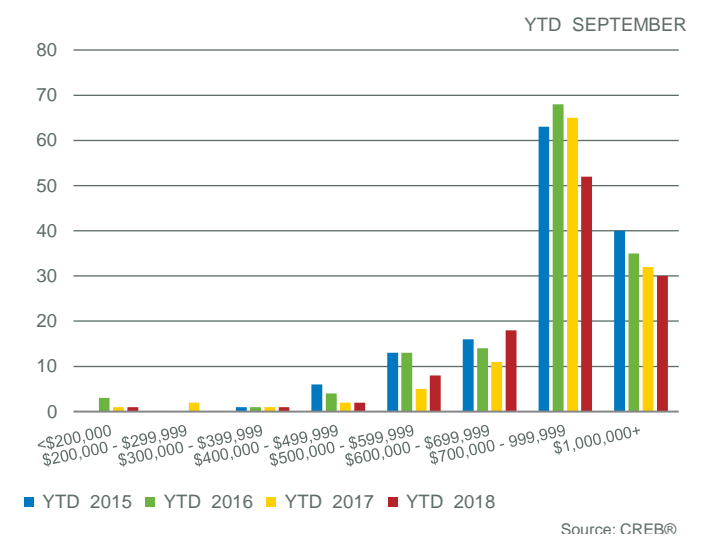


Source: CREB®

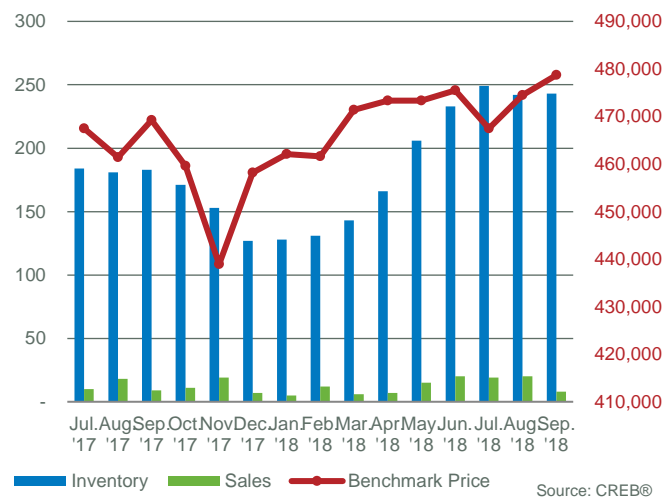
RURAL FoothILLS TOTAL SALES



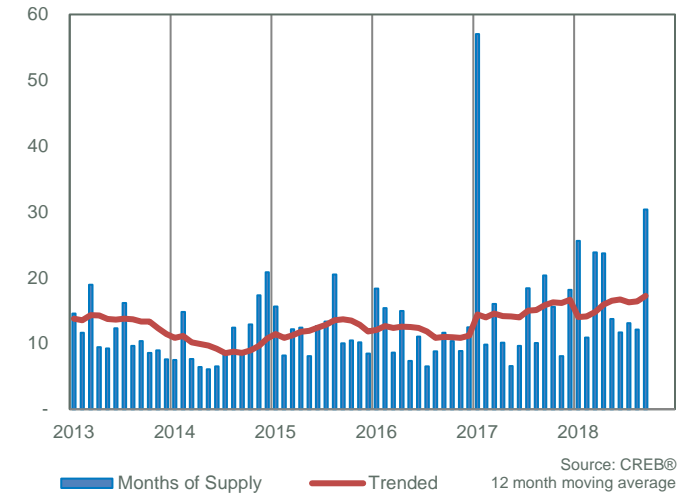
RURAL FoothILLS TOTAL SALES BY PRICE RANGE



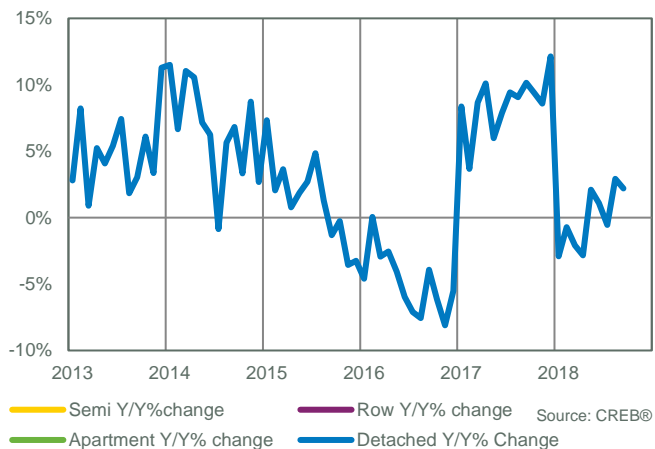
RURAL FoothILLS INVENTORY AND SALES



RURAL FoothILLS MONTHS OF INVENTORY



RURAL FoothILLS PRICE CHANGE



RURAL FoothILLS PRICES

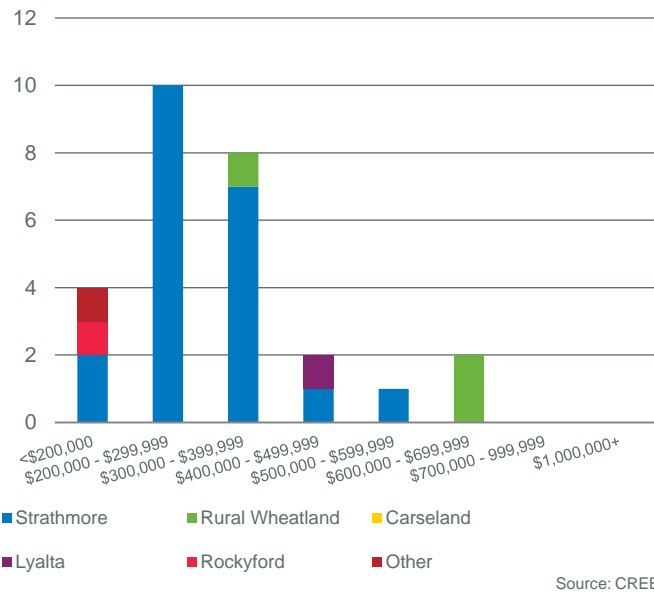


September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Wheatland Region*	27	61	44.26%	255	9.44	229,400	321,328	296,500	100%
Rural Wheatland*	3	8	37.50%	48	16.00	229,400	537,000	608,000	11%
Carseland*	0	3	0.00%	7	-	-	-	-	0%
Lyalta*	1	3	33.33%	11	11.00	-	499,000	499,000	4%
Rockyford*	1	1	100.00%	5	5.00	-	170,000	170,000	4%
Strathmore	21	43	48.84%	163	7.76	391,600	301,802	295,000	78%
Gleichen	1	0	-	3	3.00	-	58,000	58,000	4%
Other*	1	3	33.33%	21	21.00	-	58,000	58,000	4%

*Data within these areas may not accurately reflect total resale activity and trends

SALES BY PRICE RANGE

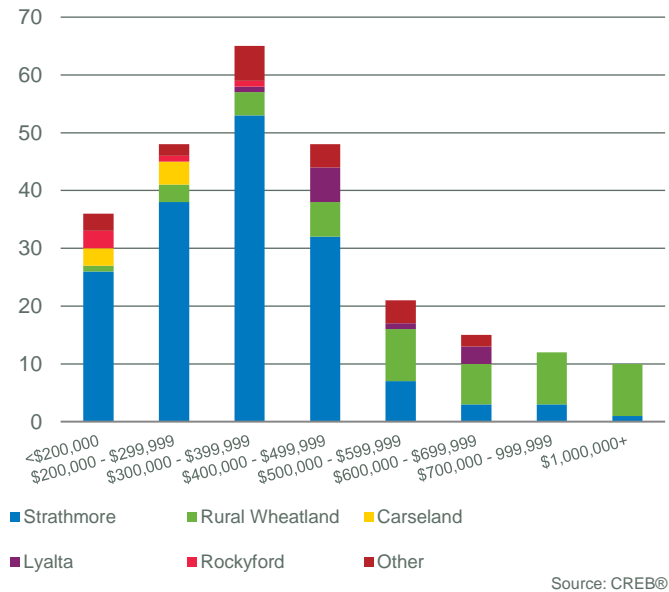
SEPTEMBER



Source: CREB®

INVENTORY BY PRICE RANGE

SEPTEMBER



Source: CREB®

WHEATLAND SALES: YEAR-TO-DATE

YTD SEPTEMBER



Source: CREB®

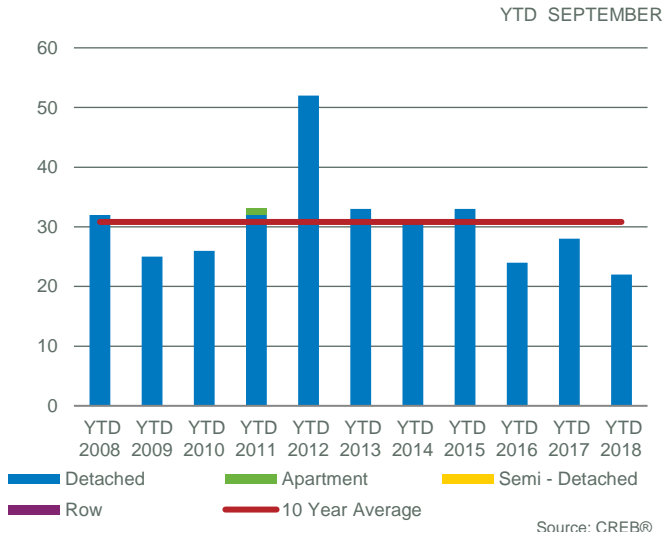
WHEATLAND NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER

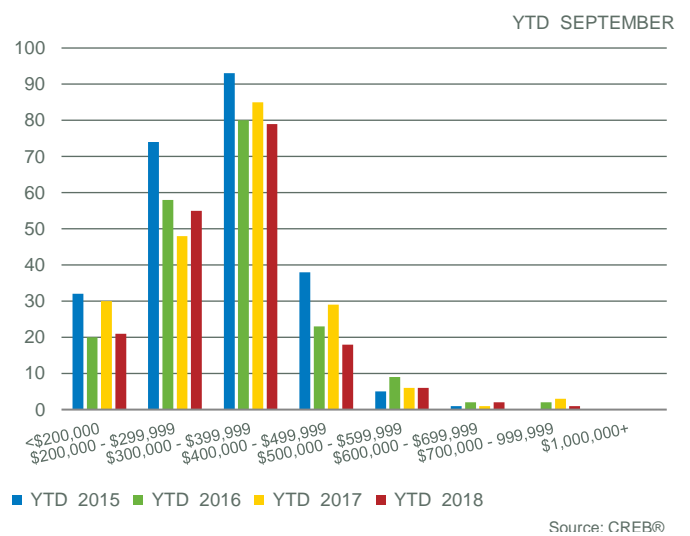


Source: CREB®

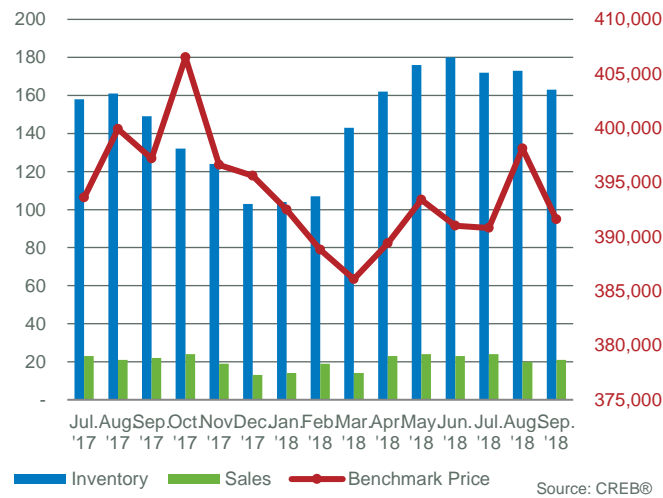
STRATHMORE TOTAL SALES



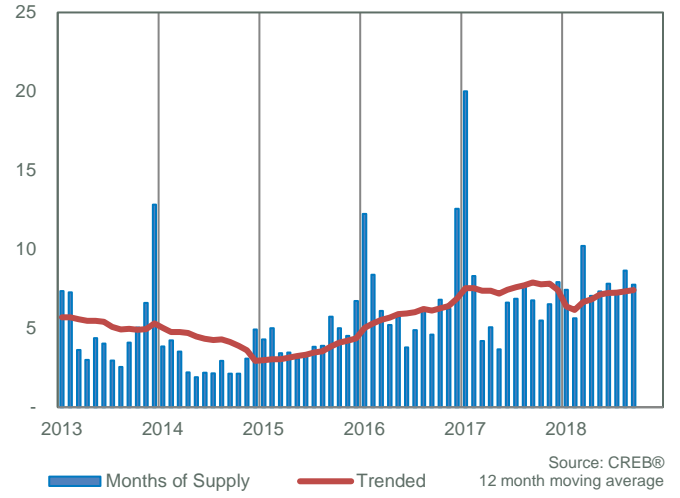
STRATHMORE TOTAL SALES BY PRICE RANGE



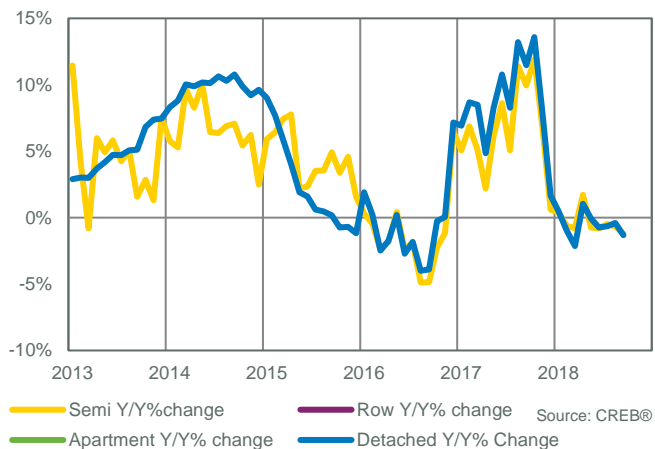
STRATHMORE INVENTORY AND SALES



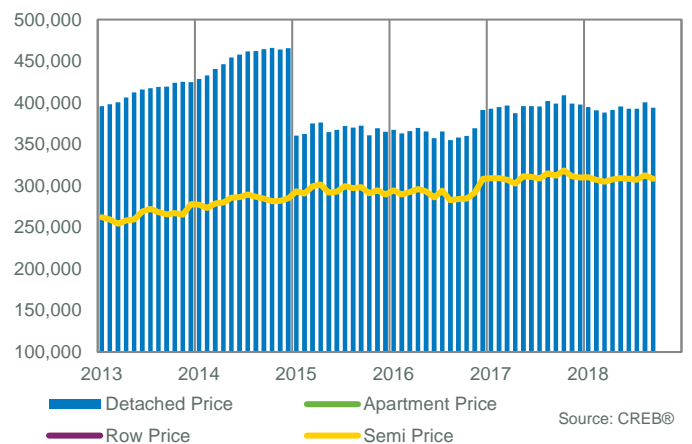
STRATHMORE MONTHS OF INVENTORY



STRATHMORE PRICE CHANGE



STRATHMORE PRICES

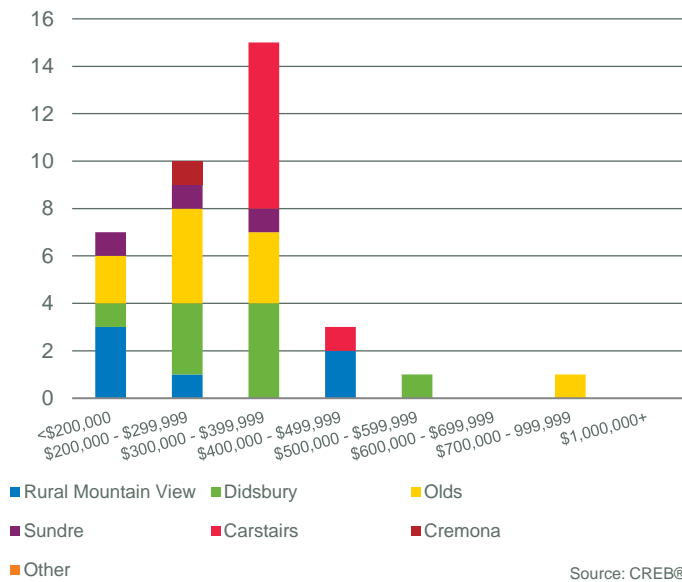


September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Mountain View Region*	37	83	44.58%	445	12.03	311,000	310,423	310,900	100%
Rural Mountain View*	6	17	35.29%	116	19.33	256,900	256,167	201,250	16%
Carstairs	8	19	42.11%	85	10.63	322,100	363,875	376,500	22%
Cremona	1	0	-	5	5.00	-	242,500	242,500	3%
Didsbury	9	17	52.94%	54	6.00	303,400	308,017	310,900	24%
Olds*	10	21	47.62%	127	12.70	344,300	326,950	280,000	27%
Sundre*	3	7	42.86%	48	16.00	275,100	251,167	267,000	8%
Other*	0	2	0.00%	10	-	-	-	-	0%

**Data within these areas many not accurately reflect total resale activity and trends*

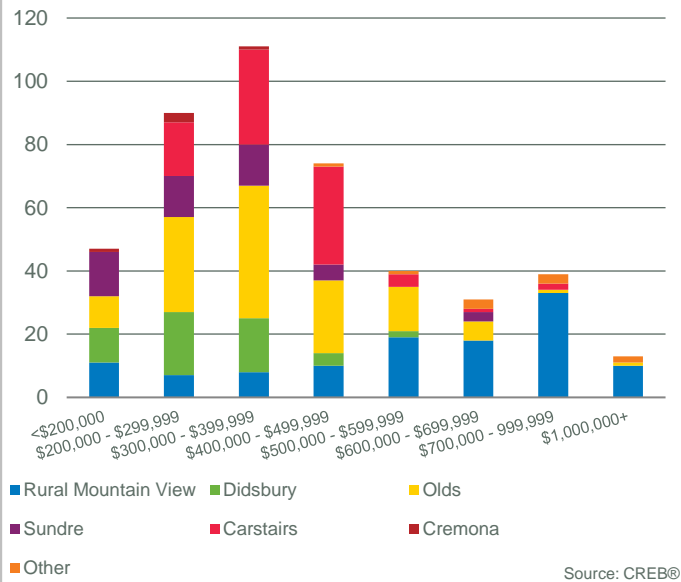
SALES BY PRICE RANGE

SEPTEMBER



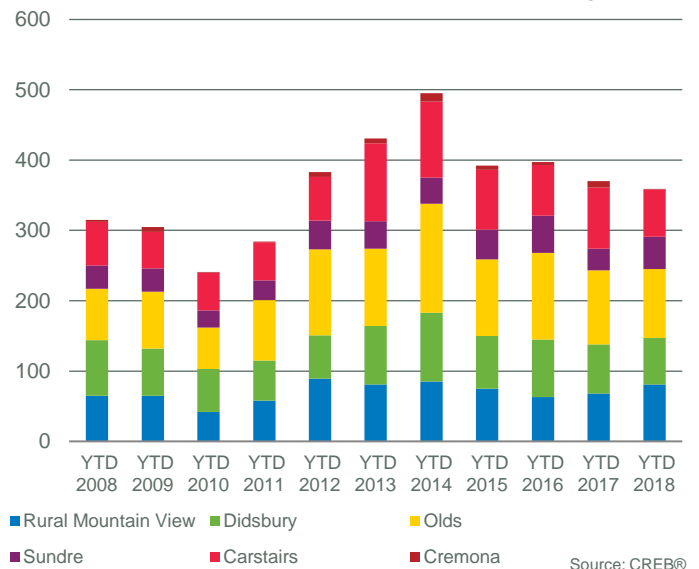
INVENTORY BY PRICE RANGE

SEPTEMBER



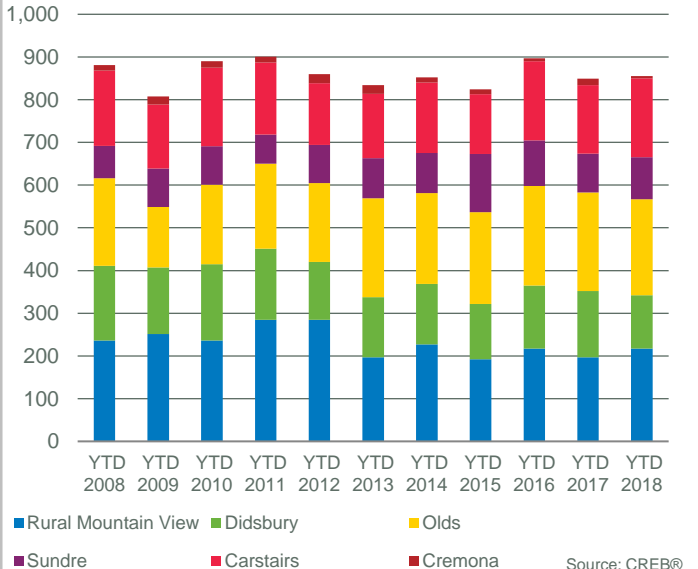
MOUNTAIN VIEW SALES: YEAR-TO-DATE

YTD SEPTEMBER



MOUNTAIN VIEW NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER

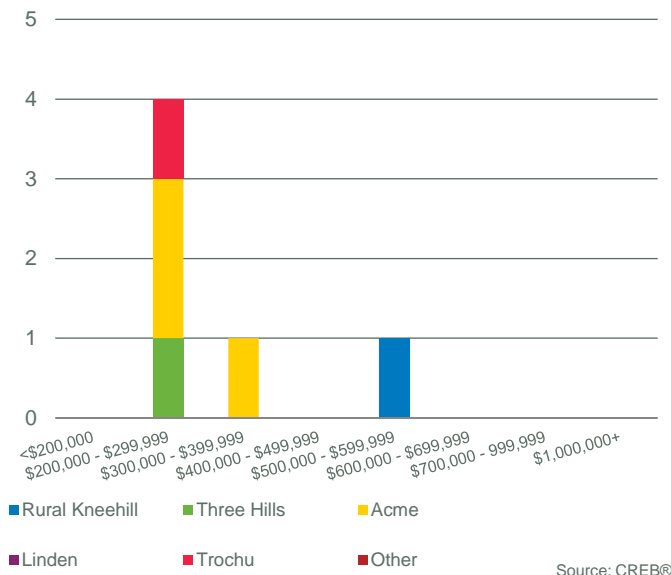


September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Kneehill Region*	6	12	50.00%	106	17.67	-	313,125	274,875	100%
Rural Kneehill*	1	0	-	13	13.00	-	555,000	555,000	17%
Acme*	3	2	150.00%	13	4.33	-	264,667	254,000	50%
Linden*	0	1	0.00%	5	-	-	-	-	0%
Three Hills*	1	6	16.67%	42	42.00	-	234,000	234,000	17%
Torrington*	0	0	-	1	-	-	-	-	0%
Trochu*	1	1	100.00%	24	24.00	-	295,750	295,750	17%
Other*	0	2	0.00%	9	-	-	-	-	0%

*Data within these areas many not accurately reflect total resale activity and trends

SALES BY PRICE RANGE

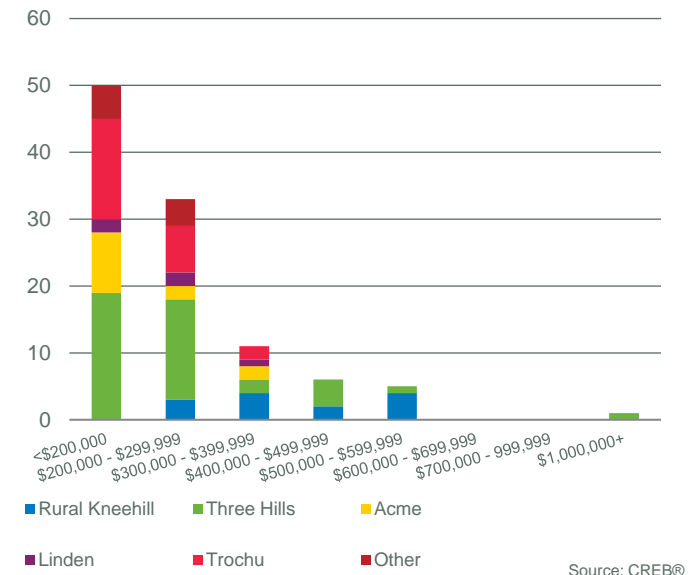
SEPTEMBER



Source: CREB®

INVENTORY BY PRICE RANGE

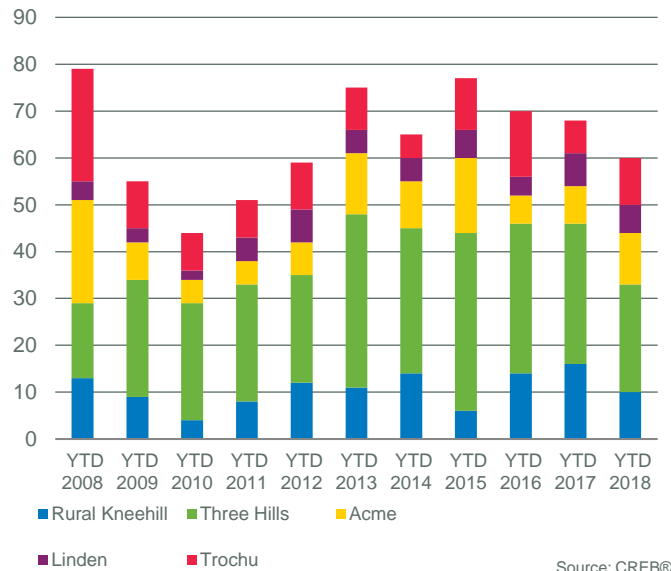
SEPTEMBER



Source: CREB®

KNEEHILL SALES: YEAR-TO-DATE

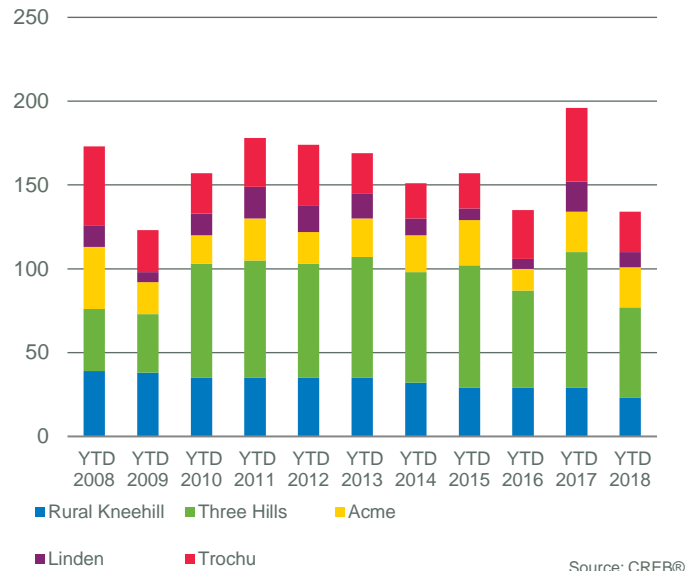
YTD SEPTEMBER



Source: CREB®

KNEEHILL NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER



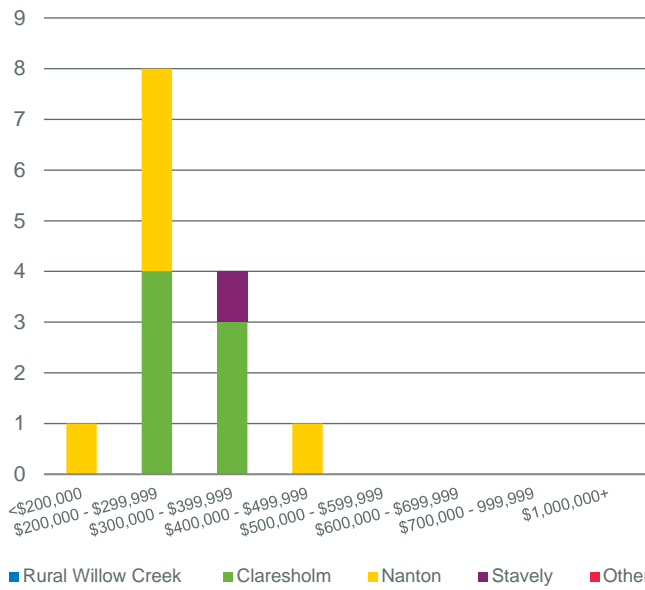
Source: CREB®

September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Willow Creek Region*	14	23	60.87%	112	8.00	-	289,671	275,000	100%
Rural Willow Creek*	0	5	0.00%	18	-	-	-	-	0%
Claresholm*	7	7	100.00%	36	5.14	-	295,429	275,000	50%
Nanton*	6	6	100.00%	38	6.33	-	274,817	273,200	43%
Stavelly*	1	5	20.00%	18	18.00	-	338,500	338,500	7%
Other*	0	0	-	2	-	-	-	-	0%

**Data within these areas many not accurately reflect total resale activity and trends*

SALES BY PRICE RANGE

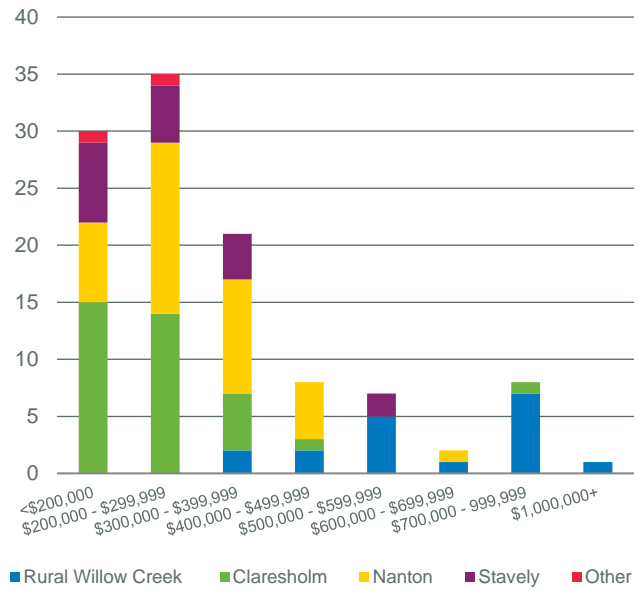
SEPTEMBER



Source: CREB®

INVENTORY BY PRICE RANGE

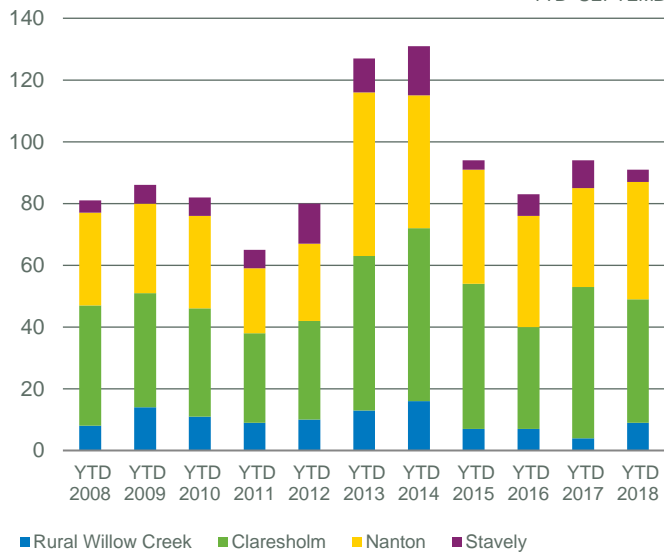
SEPTEMBER



Source: CREB®

WILLOW CREEK SALES: YEAR-TO-DATE

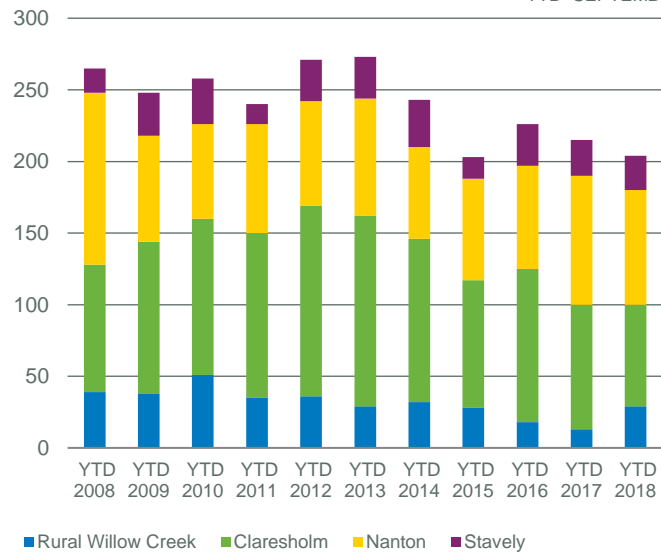
YTD SEPTEMBER



Source: CREB®

WILLOW CREEK NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER



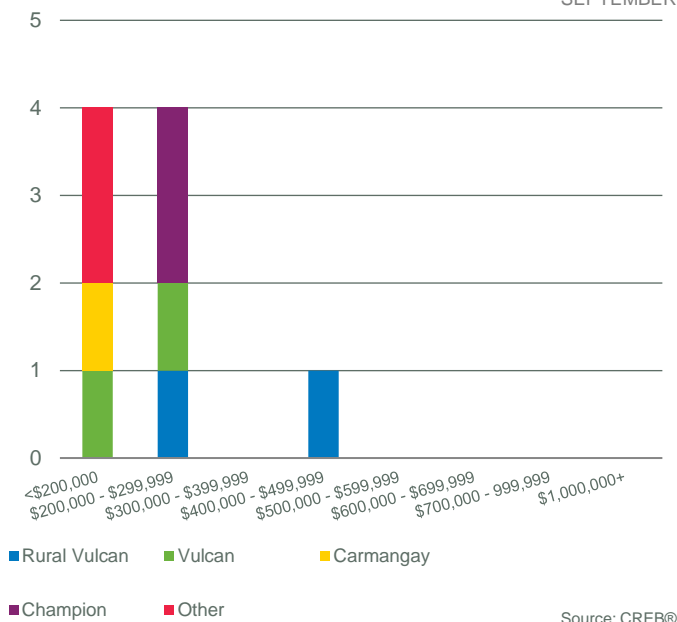
Source: CREB®

September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Vulcan Region*	9	9	100.00%	92	10.22	-	222,461	205,000	100%
Rural Vulcan*	2	1	200.00%	38	19.00	-	384,375	384,375	22%
Vulcan*	2	4	50.00%	29	14.50	-	197,500	197,500	22%
Carmangay*	1	0	-	8	8.00	-	78,000	78,000	11%
Champion*	2	1	200.00%	4	2.00	-	232,500	232,500	22%
Other*	2	3	66.67%	13	6.50	-	147,700	147,700	22%

**Data within these areas many not accurately reflect total resale activity and trends*

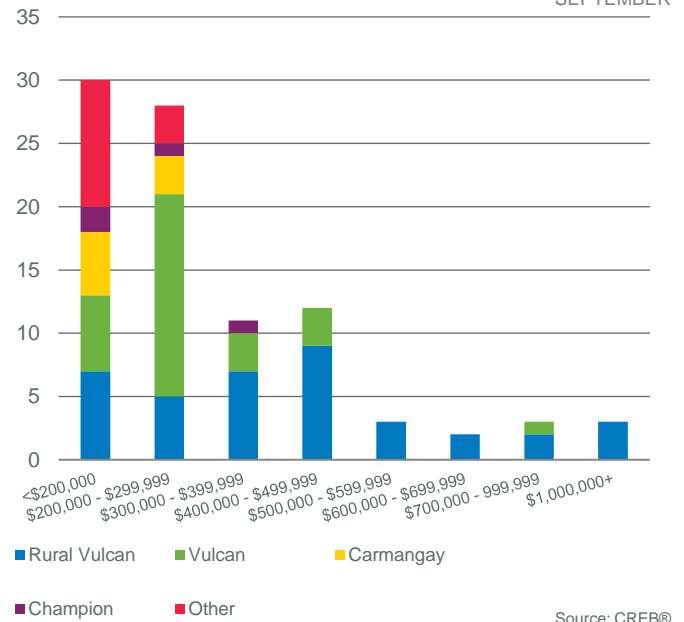
SALES BY PRICE RANGE

SEPTEMBER



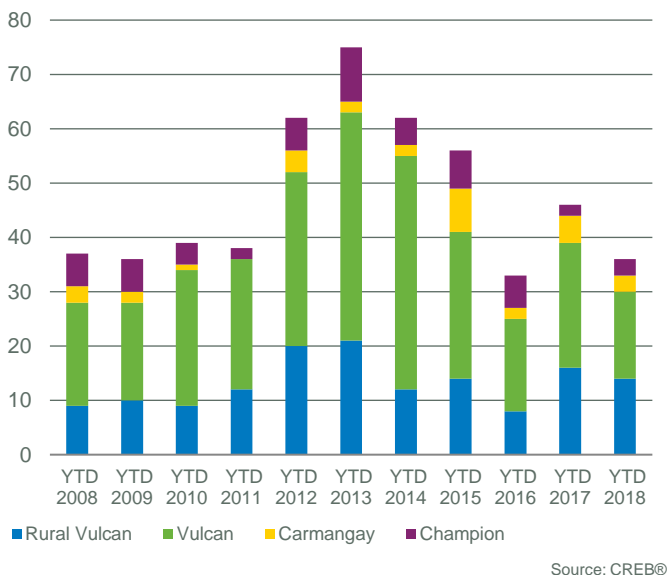
INVENTORY BY PRICE RANGE

SEPTEMBER



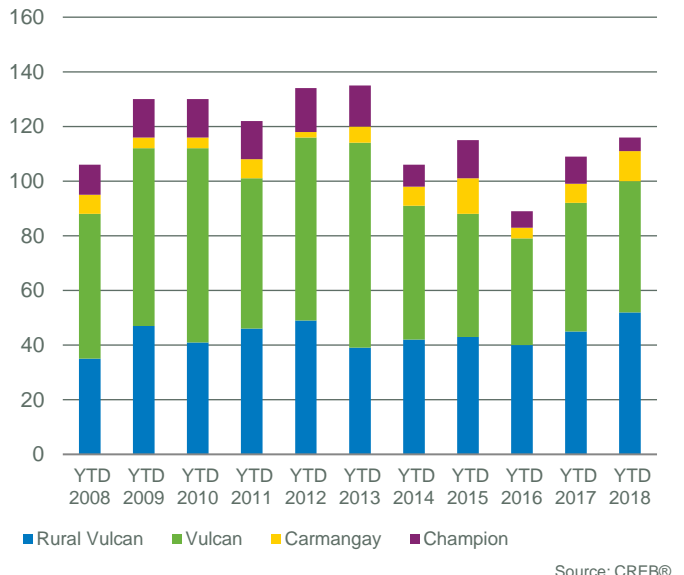
VULCAN SALES: YEAR-TO-DATE

YTD SEPTEMBER



VULCAN NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER

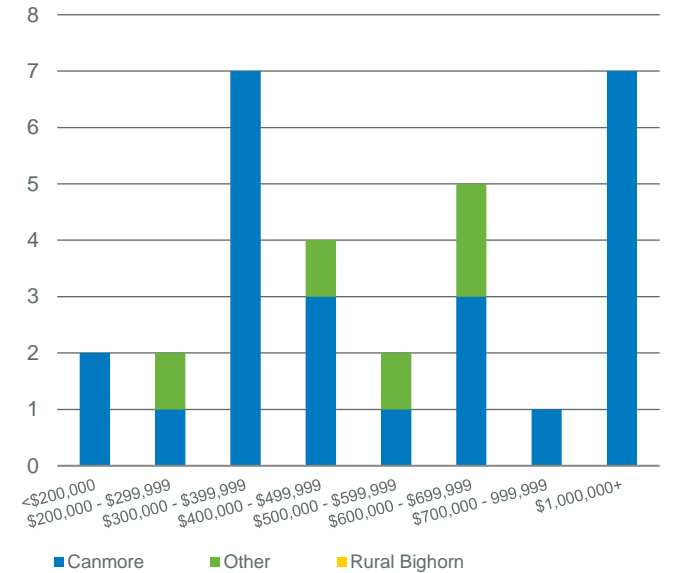


September 2018	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price	Share of Sales Activity
Total Bighorn Region*	30	37	81.08%	119	3.97	-	634,314	522,500	100%
Rural Bighorn*	0	2	0.00%	12	-	-	-	-	0%
Canmore*	25	31	80.65%	91	3.64	-	655,680	490,000	83%
Other*	5	4	125.00%	16	3.20	-	527,480	572,500	17%

**Data within these areas many not accurately reflect total resale activity and trends*

SALES BY PRICE RANGE

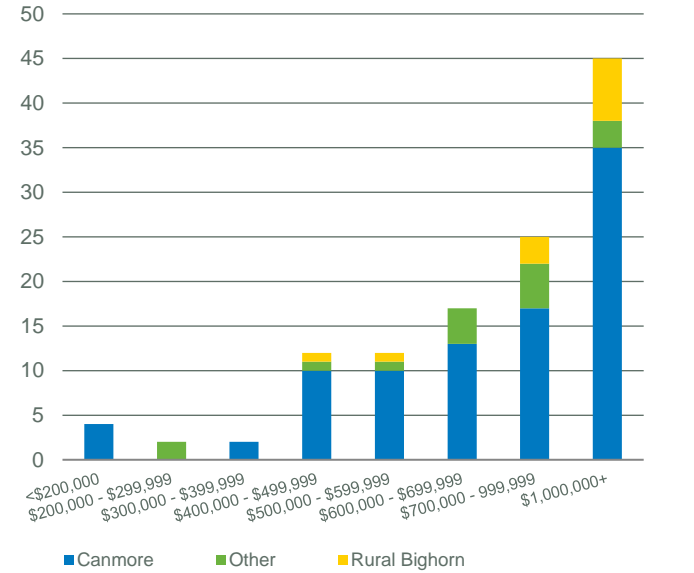
SEPTEMBER



Source: CREB®

INVENTORY BY PRICE RANGE

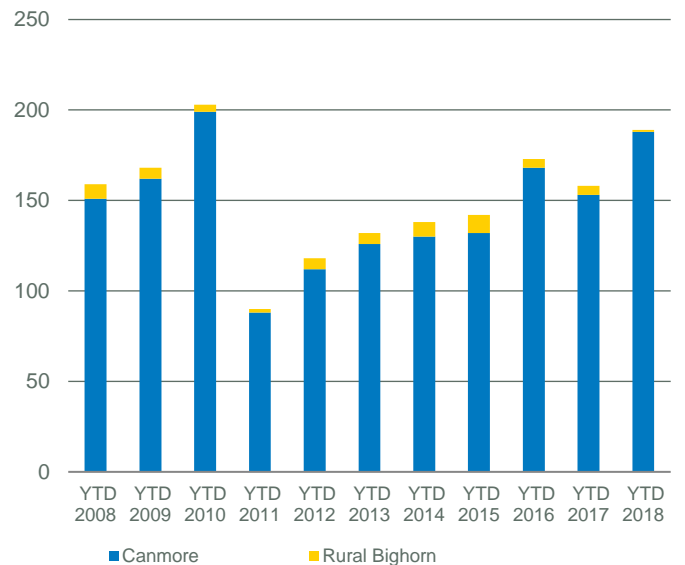
SEPTEMBER



Source: CREB®

BIGHORN SALES: YEAR-TO-DATE

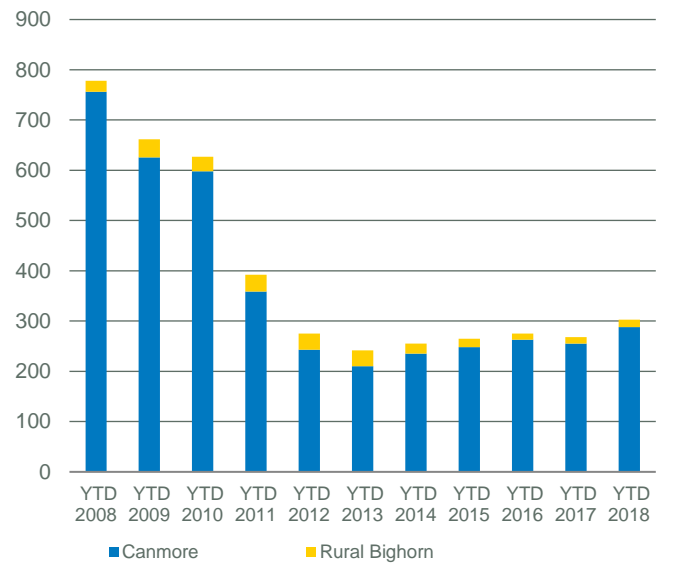
YTD SEPTEMBER



Source: CREB®

BIGHORN NEW LISTINGS: YEAR-TO-DATE

YTD SEPTEMBER



Source: CREB®

BIGHORN*

Rural Bighorn M.D.
 Benchlands**
Canmore*
 Exshaw**
 Ghost Lake**
 Harvie Heights**
 Lac des Arcs**
 Seebe**

FOOTHILLS

Rural Foothills M.D.
 Aldersyde**
Black Diamond
Blackie
Cayley
De Winton
Heritage Pointe
High River
 Longview**
 Millarville**
Okotoks
Priddis**
Priddis Greens
Turner Valley

KNEEHILL*

Rural Kneehill County
Acme
 Carbon**
 Huxley**
Linden
 Swalwell**
Three Hills
 Torrington**
Trochu

MOUNTAIN VIEW*

Rural Mountain View County
 Bearberry**
 Bergen**
Carstairs
Cremona
Didsbury
 Eagle Hill**
 Elkton**
Olds*
Sundre*
 Water Valley**
 Westward Ho**

ROCKY VIEW

Rural Rocky View County
 Balzac**
Beiseker
 Bottrel**
Bragg Creek
Chestermere
Cochrane
 Cochrane Lake**
 Conrich**
 Crossfield
 Dalemead**
 Dalroy**
 Delacour**
 Indus**
Irricana
 Janet**
 Kathryn**
 Keoma**
Langdon
 Madden**
Redwood Meadows

VULCAN*

Rural Vulcan County*
 Arrowwood**
 Brand**
Carmangay*
Champion*
 Ensign**
 Herronton**
 Kirkcaldy**
 Lomond**
 Milo**
 Mossleigh**
 Queenstown**
 Shouldice**
 Travers**

WHEATLAND*

Rural Wheatland County*
 Ardenode**
Carseland*
 Chancellor**
 Cheadle**
 Cluny**
 Dalum**
 Gleichen**
 Hussar**
Lyalta*
 Namaka**
Rockyford*
 Rosebud**

WILLOW CREEK*

Rural Willow Creek County*
Claesholm*
 Fort Macleod**
 Granum**
Nanton*
 Parkland**

CREB® REPORTING REGIONS

* Data within these areas may not accurately reflect total resale activity and trends. CREB® resale data only includes activity occurring within our membership. For the identified areas, the data could be missing a significant portion of transactions as not all active Realtors® in the area are a member of the CREB® board.

** Resale activity in these areas does not meet the minimum reporting standard.

DEFINITIONS

Benchmark Price - Represents the monthly price of the typical home based on its attributes, such as size, location and number of bedrooms.

MLS® Home Price Index - changes in home prices by comparing current price levels relative to January 2005 price level.

Absorption Rate - refers to the ratio between the amounts of sales occurring in the market relative to the amount of active listings / Inventory.

Months of Supply - refers to the ratio between inventory and sales and represents at the current pace of sales how long it would take to sell existing inventory and the current rate of sales.

Detached - A unit that is not attached to any other unit.

Semi-detached - A single dwelling built as one of a pair that shares one common wall.

Row - A single dwelling attached to each other by a common wall with more than two properties in the complex.

Attached - Both row and semi-detached properties.

Apartment - High-rise and low-rise condominium properties with access through an interior hallway.

Total Residential - Includes detached, attached and apartment style properties.

Exclusions - Data included in this package do not include activity related to multiple-unit sales, rental, land or leased properties.

Rural - Data represents activity occurring within the broader region but not in any specific town/hamlet/village within the region.

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