

A black and white photograph of a rural landscape. In the foreground, a stone wall runs diagonally across the frame, with tall grass growing along its base. To the right of the wall, a dirt road stretches into the distance. The background features rolling hills under a cloudy sky.

REAL ESTATE REVIEW **April 2019**

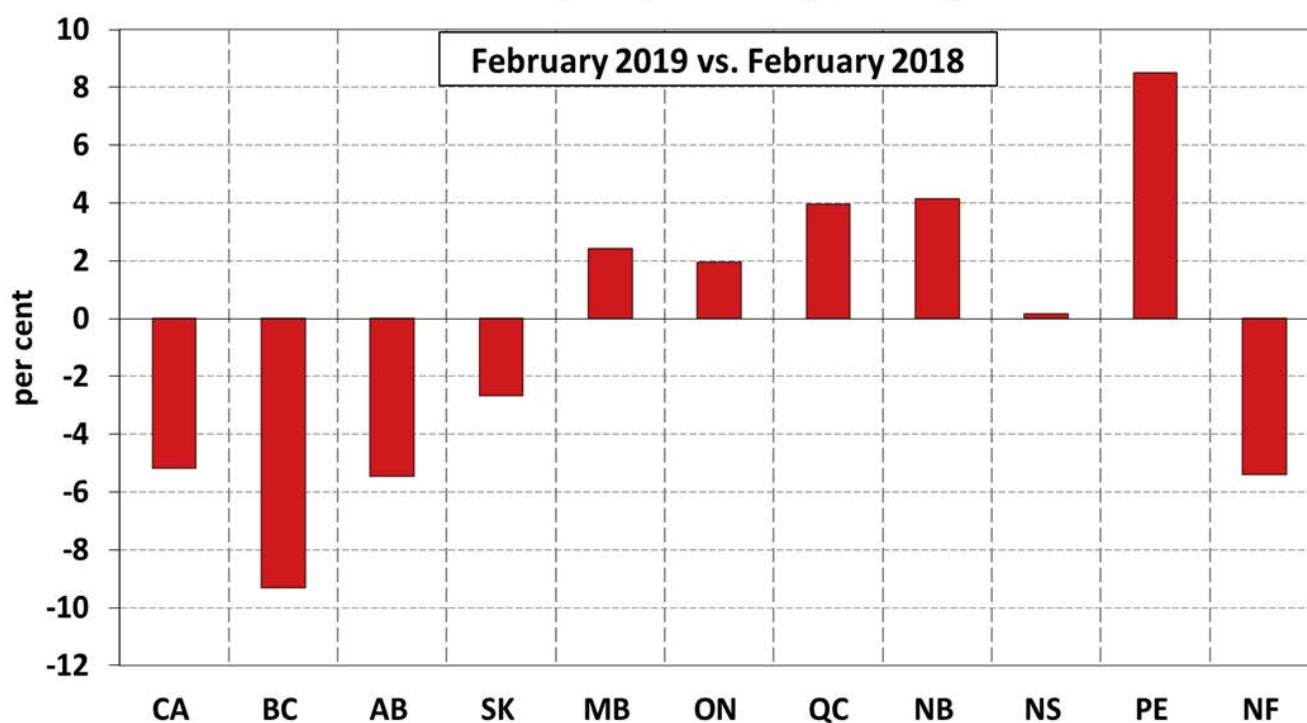


NATIONAL HOUSING **STATISTIC REVIEW**

April 2019

RESIDENTIAL AVERAGE PRICE

Residential average price* Year-over-year percentage change

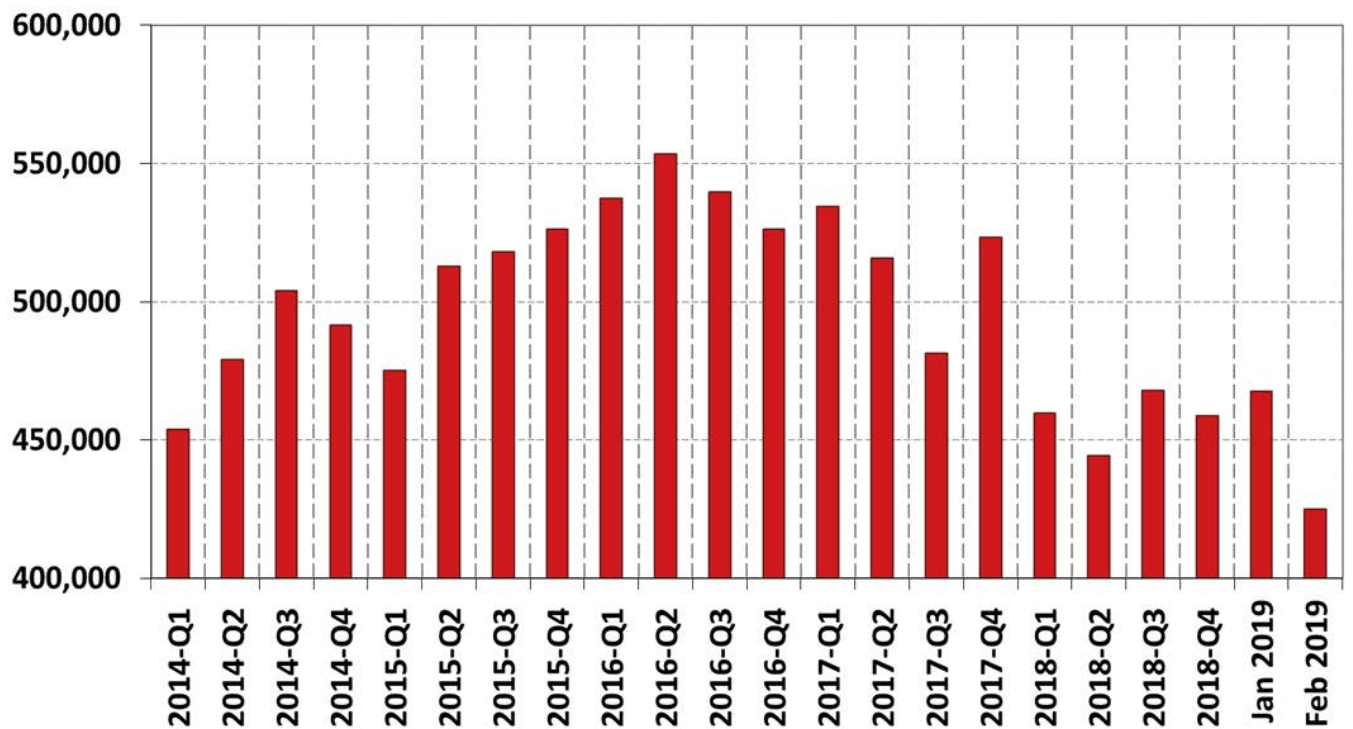


*actual (not seasonally adjusted)



RESIDENTIAL SALES ACTIVITY

Residential sales activity* Canada

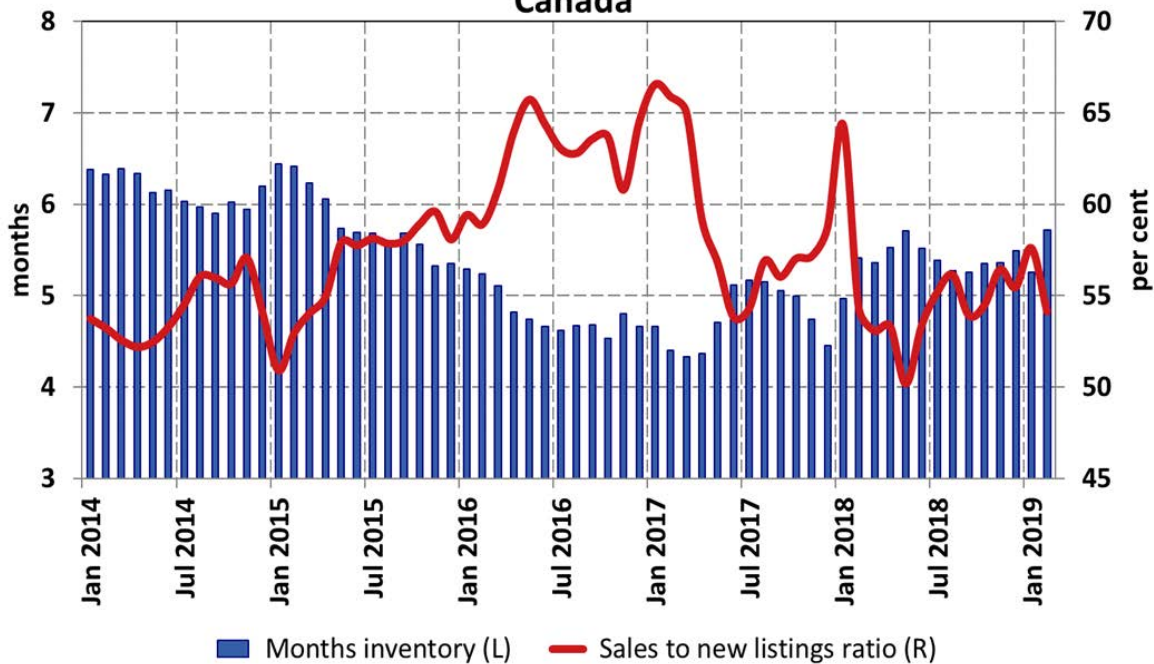


*Seasonally adjusted data at annualized rates

RESIDENTIAL MARKET BALANCE

Residential market balance*

Canada



*seasonally adjusted

ABSORPTION RATE

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

$$\frac{\text{ACTIVE LISTINGS}}{\text{SALES PER MONTH}} = \text{TYPE OF MARKET}$$

Pricing strategies based on absorption rates:

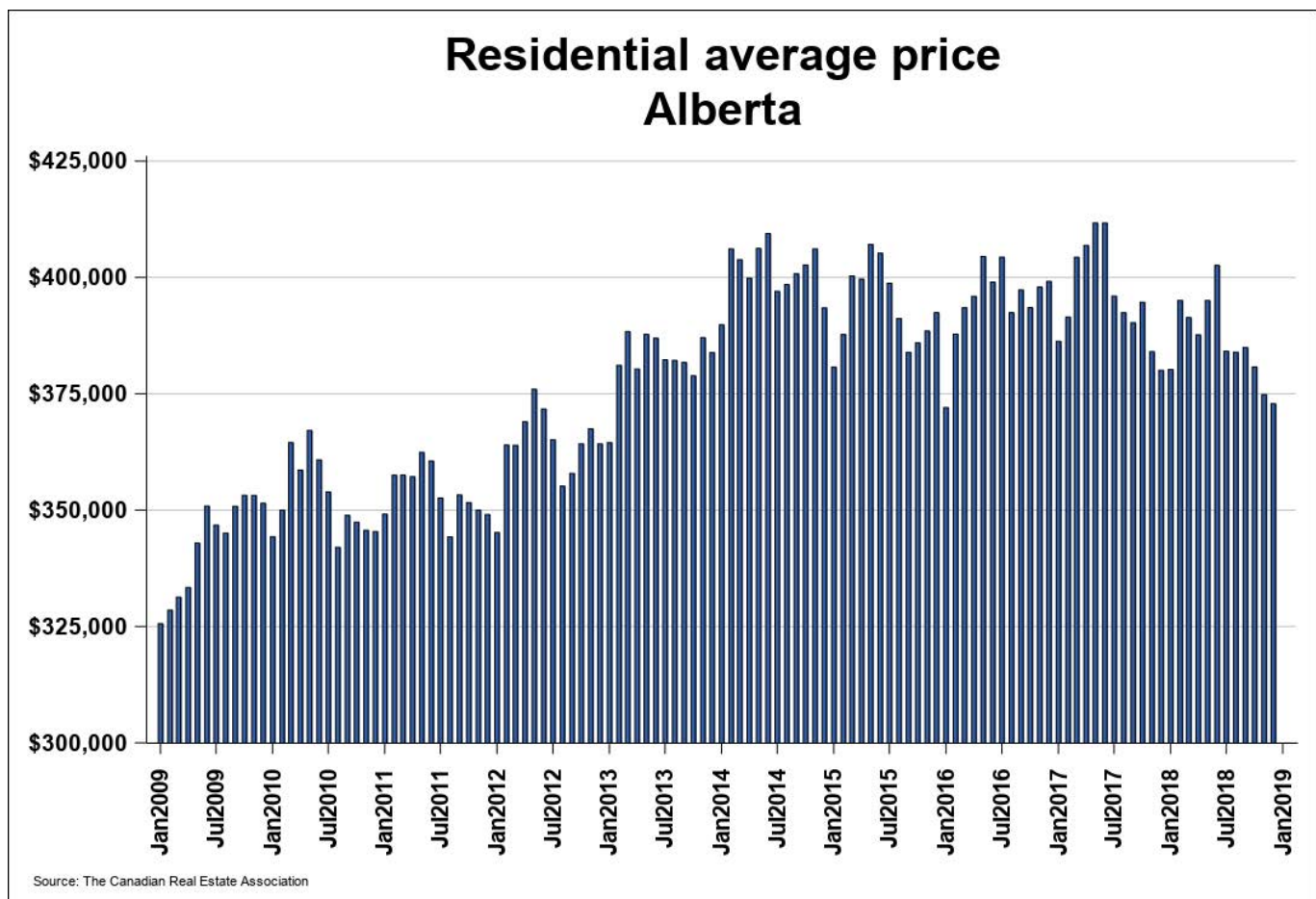
Months of Inventory	Price
0 – 2	price with market to 2% above market
2 – 4	price aggressively with the market
4 – 6	price with market to 2% below
6 – 12	price 10% below the market
12+	price to sell, whatever it takes



ALBERTA HOUSING **STATISTIC REVIEW**

April 2019

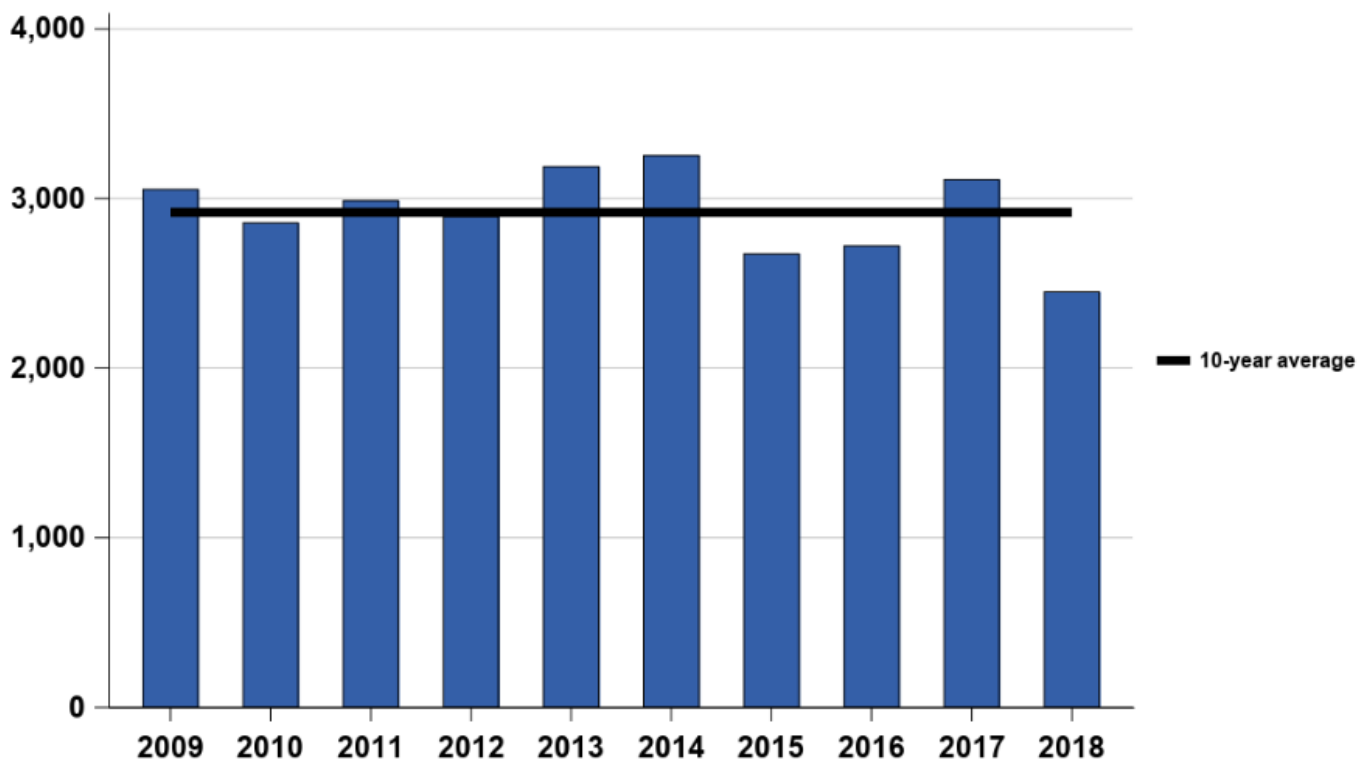
RESIDENTIAL AVERAGE PRICE





RESIDENTIAL SALES ACTIVITY

Residential sales activity (December only) Alberta



Source: The Canadian Real Estate Association

ALBERTA MONTHLY SUMMARY

December 2018	Residential Dollar Volume	Total Dollar Volume	Residential Average Price
Alberta West	\$19,508,624	\$19,508,624	\$342,257
Calgary	\$425,882,092	\$460,212,692	\$432,368
Central Alberta	\$43,817,369	\$48,191,369	\$273,859
Edmonton (Total Board)	\$318,003,256	\$353,417,540	\$363,017
Fort McMurray	\$14,010,651	\$15,310,651	\$350,266
Grande Prairie	\$27,931,599	\$33,554,599	\$287,955
Lethbridge	\$36,954,342	\$38,299,342	\$293,288
Lloydminster (AB)	\$6,925,000	\$6,925,000	\$266,346
Medicine Hat	\$17,360,450	\$21,579,750	\$267,084
South Central Alberta	\$2,739,500	\$4,246,500	\$161,147
Alberta	\$913,132,883	\$1,001,246,067	\$372,859



RED DEER HOUSING **STATISTIC REVIEW**

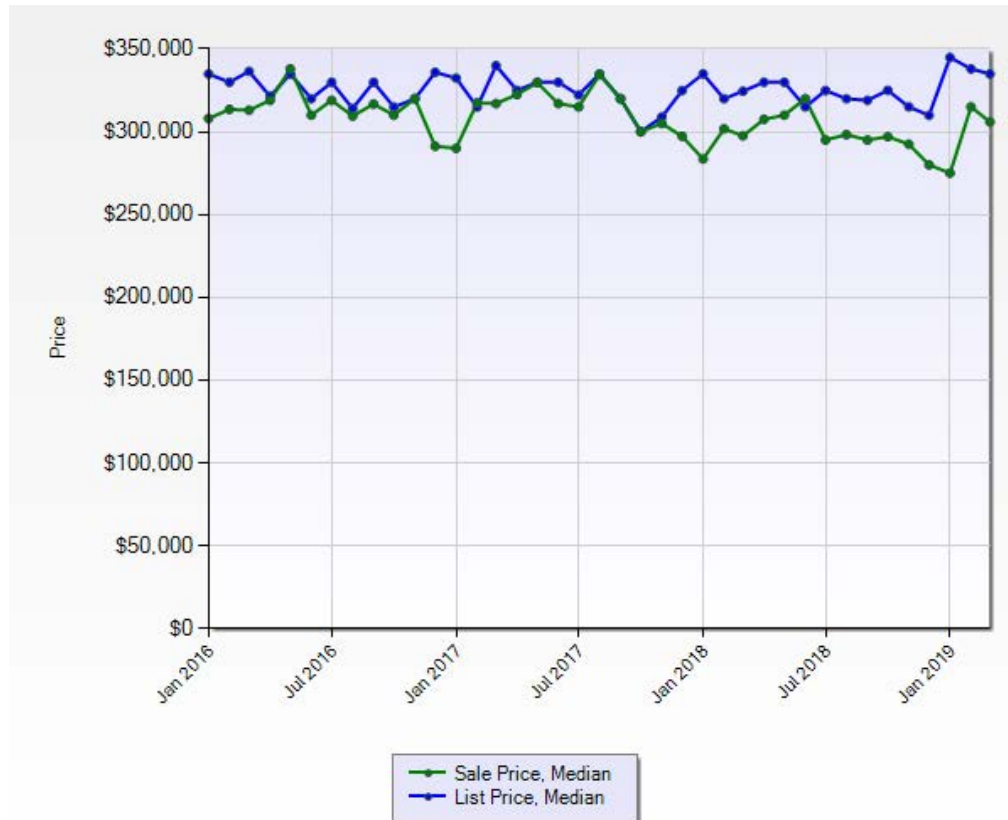
April 2019

YTD ACTIVE LISTINGS & SOLD MEDIAN PRICES



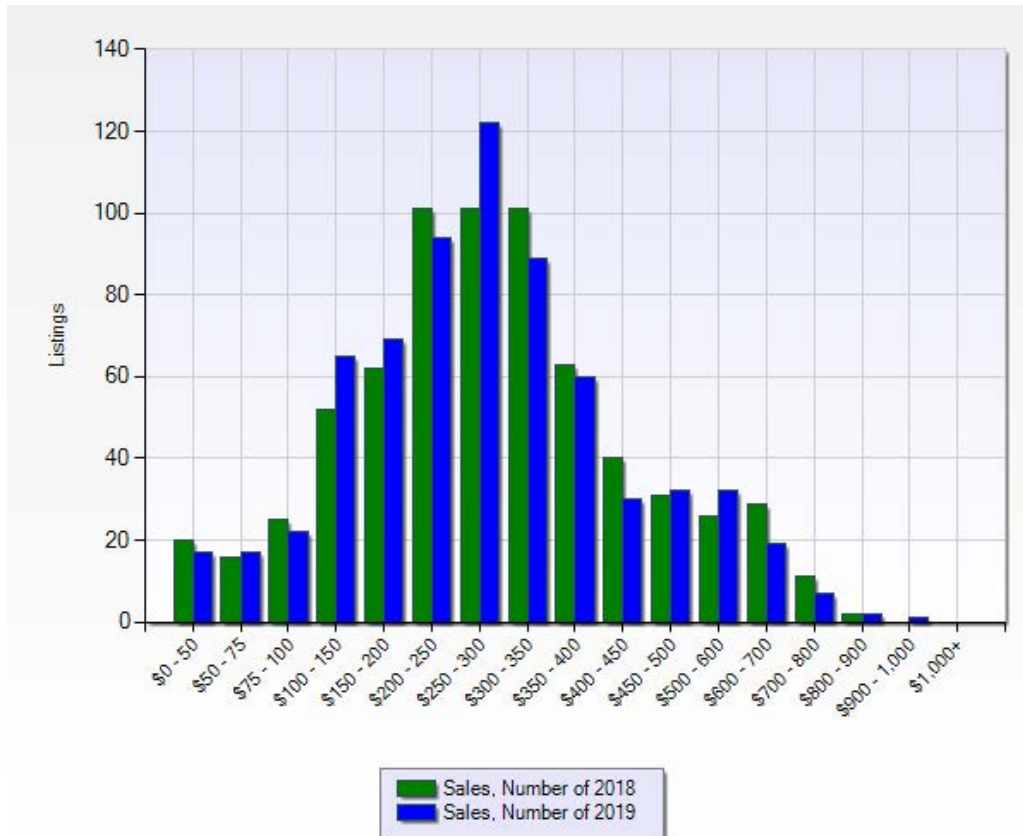


HISTORIC SALE PRICE TREND



MONTHLY RE REVIEW

HISTORIC PRICES X PRICE RANGE

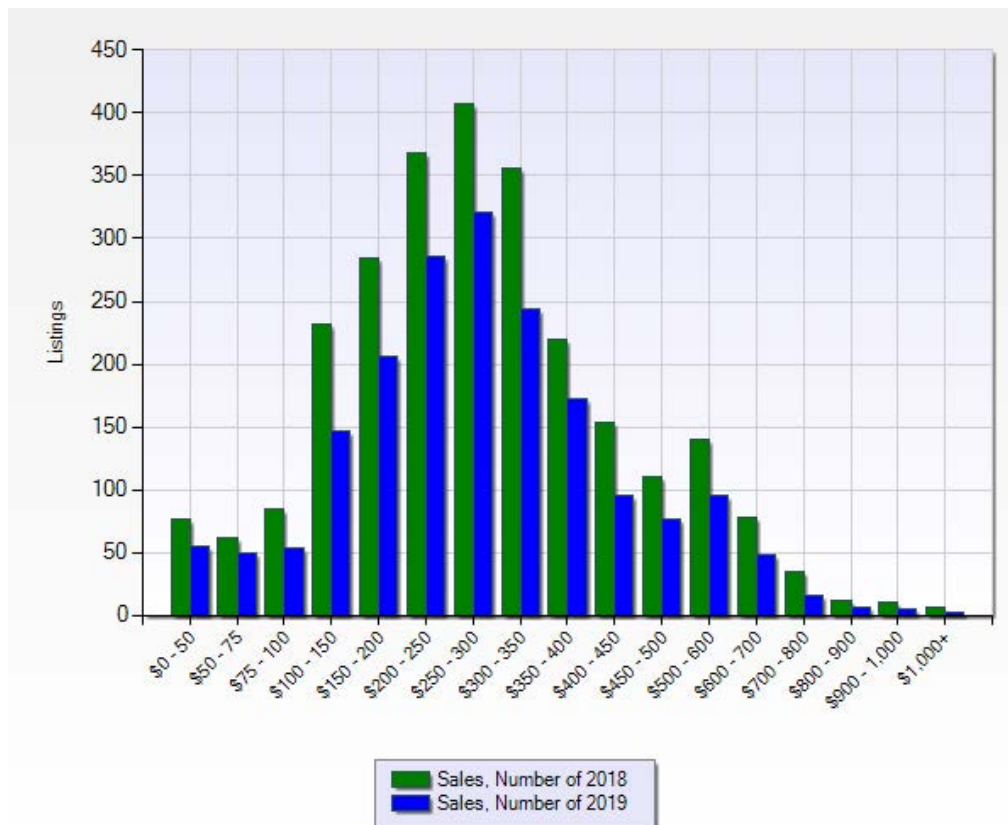




MONTHLY RE REVIEW HISTORIC PRICES X PRICE

SALE PRICE	2018	2019
\$0-50	20	17
\$50-75	16	17
\$75-100	25	22
\$100-150	52	65
\$150-200	62	69
\$200-250	101	94
\$250-300	101	122
\$300-350	101	89
\$350-400	63	60
\$400-450	40	30
\$450-500	31	32
\$500-600	26	32
\$600-700	29	19
\$700-800	11	7
\$800-900	2	2
\$900-1,000		1
\$1,000+	0	0

YTD MONTHLY HISTORIC SALES X PRICE RANGE





YTD MONTHLY HISTORIC SALES X PRICE RANGE

SALE PRICE	2018	2019
\$0-50	77	55
\$50-75	62	49
\$75-100	85	54
\$100-150	232	146
\$150-200	285	206
\$200-250	368	286
\$250-300	407	321
\$300-350	356	244
\$350-400	219	173
\$400-450	153	96
\$450-500	110	77
\$500-600	140	96
\$600-700	78	48
\$700-800	35	16
\$800-900	11	6
\$900-1,000	10	5
\$1,000+	6	2