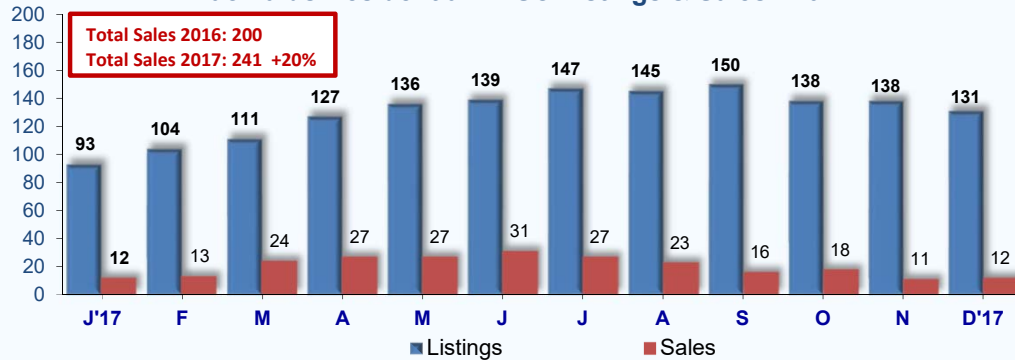




## RE/MAX® real estate central alberta

### Blackfalds Residential MLS® Listings & Sales - 2017



The blue bars represent the total number of active listings in this market at the beginning of the month.

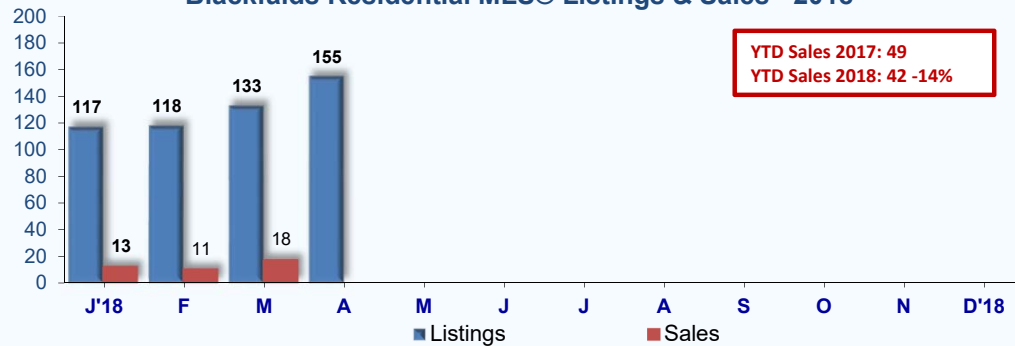
The red bars represent the total number of sales during that month.

CMHC defines a balanced market as one where 20-40% of active listings sell each month.

Current Sales to Listing Ratio:  
**12.5%**

The market favours  
**Buyers**

### Blackfalds Residential MLS® Listings & Sales - 2018



The number of residential MLS sales in central Alberta in the first 3 months of 2018 was equal to the first 3 months of 2017. Local markets vary, with Red Deer and Ponoka up year over year, while Sylvan Lake, Lacombe, Blackfalds, Penhold and Rocky are down.

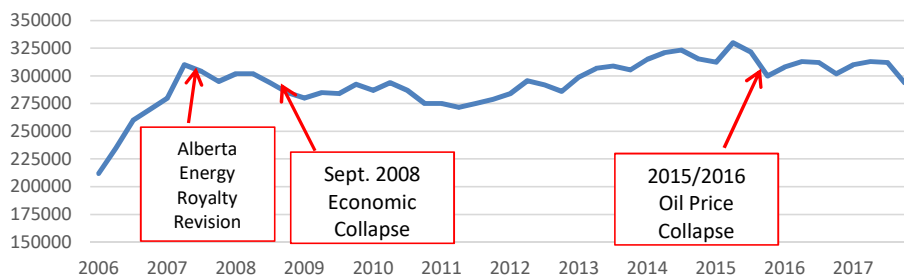
The biggest challenge we face as realtors is the public's assumption that economic recovery means an immediate return to increased sales and higher prices. In fact, the real estate market recovery will lag two to three years behind this economic recovery, which is weaker and slower than past recoveries.

Further proof is that the combined median sale price of homes in eight central Alberta municipalities reached its lowest point in five years in the first quarter of 2018. The previous low was reached two years after the last economic recovery was announced.

Overpricing is the single biggest mistake a seller can make in a market where there are far more sellers than buyers, and it leads to longer sale times, lower prices and seller frustration. Less than 2 out of 10 homes listed on the MLS are selling each month in every central Alberta market. The one or two that sell will be homes that are priced according to local market reality.

### MLS Residential Median Sales Price by 1/4

Red Deer, Sylvan Lake, Lacombe, Ponoka, Innisfail, RMH, Blackfalds & Penhold



The Median Price is the middle of the range of prices and statistically should represent the most accurate depiction of price variations in the market over time.

This graph identifies the combined median sale price for all MLS sales in these markets calculated on a quarterly basis.

This information is obtained from independent research of Blackfalds MLS® activity and does not necessarily represent all activity in the market. We believe the information herein represents an accurate picture of the market although we don't warrant it to be so.