

Alberta Real Estate Association Statistics Dashboard

User Guide



Introduction

Housing statistics can help you add credibility and support your analysis. The new housing statistics section on <u>https://albertarealtor.ca/page/statistics</u> is the first step in providing more information to all our stakeholders.

The following guide will help you navigate the what, why, and how to use the new dashboard tool to gain access to your local and provincial statistics and analysis. In addition, the <u>glossary</u> provided at the end of the guide defines key statistics and aid users in utilizing the dashboard.

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Insights



province in one place.

By clicking on Learn more you will be brought to the news section of statistics.

Here you will find the most recent and historical press releases for the monthly statistics reports. Additionally, any other economic reports or presentations created in the future can be found here.

While the most recent monthly analysis is included in the dashboard, this section allows you to view all the analysis for the

The monthly reports are updated on the 6th day of every month.



Provincial Report

This section has been developed with a focus on the entire province.

This section will provide you with the most recent monthly analysis for the province. It will also provide you key statistics including:

- Sales
- New Listings
- Inventory
- Months of Inventory
- Sales to New Listings Ratio
- Average Price



This information can help you understand general resale housing market trends across the province.



Understanding the Provincial Report







Months of Inventory is a measure of market balance. As this figure rises, the market is demonstrating more inventory compared to sales, which if it persists, generally leads to price declines. There is a high degree of seasonality in the data so a trended line is provided. Like all other trended lines, these will eventually be replaced with the seasonally adjusted figures.



Inventory is a measure of how much resale product is currently available for sale on the resale market. It is important to understand how supply levels in the resale market are trending to see if we are at risk of entering into an oversupplied or undersupplied market.





The ability to compare data across the same time frame in previous years enables you to answer the question; is this level of activity normal for this month/quarter/year-to-date.

This takes out the impact of seasonal factors that often occur when you are comparing activity over the previous month or previous quarter.

The metrics available to compare include:

- Number of Sales
- Inventory
- New Listings
- Months of Inventory
- Sales to New Listings Ratio
- Average Price



Regional Report



This section has been developed with a focus on specific regions in the province, as trends can vary significantly depending on where you are.

This section is set up exactly like the provincial report section, except the analysis and statistics will adjust depending on the region you select.

Understanding the Provincial Report





Regional Comparison



The regional comparison section provides an easy way to compare key indicators across all the different regions in the province.

This will help quickly identify differing trends throughout the province and how they may be influencing the provincial figures.

Understanding the Regional Comparison





The following graph provides a breakdown of the main regions in the province and shows you how much each region contributes to the provincial activity.

You can compare this activity based on sales, new listings, and inventory. You can also adjust the start year or compare activity based on a monthly, quarterly, yearly or year-to-date frequency.

Central Alberta

Grande Prairie Region

Calgary Region

Edmonton Region



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 ranking evolution by Region
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Want more details in a specific region? Hover over a specific region on this graph and the details will pop out.

Also select a region from the table or legend and the detailed information will be displayed based on your selection.

The following chart enables you to compare the movements in different regions compared to the previous year for the following key indicators:

- Average Price
- Inventory
- Months of Inventory
- New Listings
- Sales to New Listings Ratio
- Total Number of Sales







Select different regions that you want to compare. In this example we are comparing the YTD average price in Lethbridge and Medicine Hat.

You can quickly see how much higher prices are in Medicine Hat over Lethbridge but so far this year Lethbridge prices have increased at a faster rate then those in Medicine Hat.



Data Explorer



Most of the data provided in the statistics dashboard shows year-over-year changes. However, if you are looking just for the numbers, or want to consider changes compared to a specific year, the Data Explorer provides you these options.

Understanding the Data Explorer





Suppose you are interested in how year-to-date activity has changed since June of 2014 to today. Simply change the first date and you can see how the market has changed between those periods.

Central Alberta			AREA
	Select YTD	Periods to compare	% Change
Total Number of Sales	2,841	1,774	▼-37.56%
Dollar Value of Sales Price	\$886,733,127	\$520,687,858	▼-41.28%
New Listings	5,501	5,211	▼-5.27%
Inventory	3,004	3,682	▲ 22.58%
Months of Inventory	6.34	12.45	▲ 96.31%
Sales to New Listings Ratio	51.65%	34.0496	▼-34.08%
Average Price	\$312,120	\$293,511	▼-5.96%

Central Alberta 🔻

AREA

Select YTD Periods to compare				
Please assign earlier date to column 1 ►	Jun-19 🔻	Jun-14 🔻	% Change	
Total Number of Sales	177		If you get this message, it means the dates are in	
Dollar Value of Sales Price	\$520,687,858	\$886	the wrong order and the %change figures will be	
New Listings	5,211		incorrect. Always use the earlier date in the first column.	
Inventory	3,682	3,004		
Months of Inventory	12.45	6.34	▼-49.06%	
Sales to New Listings Ratio	34.0496	51.65%	▲ 51.7096	
Average Price	\$293,511	\$312,120	6.34%	



Graph Explorer



This section provides a wide range of graphs that can be used to help shed light on trends in the real estate market.

The graphs were chosen based on frequent requests and the graphs most used to understand housing trends.

Understanding the Graph Explorer





Average Price and Average Price Change shows you the movements of prices over time and the year-over-year percent change.



Months of inventory is a measure of market balance. The higher the figure, the more supply relative to sales. When months of inventory is high for a prolonged period, it typically causes prices to trend down.





The sales to new listings ratio are the number of sales that occurred in comparison to the number of new listings coming on the market.

If the ratio is low (40%), that means that for every 10 new listings 4 homes are selling, generally indicating weaker market conditions and rising inventories. A trended average is provided because there is a strong seasonal trend in data.



You can also create individual graphs for Sales and New listings. Sales and new listings are often influenced by several factors including current economic conditions and price movements. Both figures have strong seasonal patterns.

This graph shows you the year-over-year change in sales and new listings graphed with the overall Inventory levels. When sales growth generally exceeds growth in new listings, we start to see inventories ease.





The average inventory and average sales graph show the amount of sales that occurred compared to the amount of inventory in the market. For quarterly and yearly figures, an average inventory for that period and average of sales over that period is used.

Members often use this with monthly data to understand the difference between the total available resale supply and the actual sales.





Glossary

Average Inventory: Reflects how much product was available for sale over a period. For example, in a specific quarter it will take the sum of the inventory available for the three months divided by the three months to provide an average amount available over the quarter.

Average Price: The total dollar volume of sales divided by the number of sales that have occurred over the specified time frame.

Average Price Change: The percentage change in average price compared to either the average price in the previous period or the average price recorded in the previous year. For example, for any given month, the year-over-year average price change would be the percentage change between the current month compared to the same month in the previous year.

Average Sales: The total number of transactions that have occurred divided by the number of months that have passed. For example, if you were looking at the quarterly average sales, it would take the sum of all the sales that occurred in the three-month period divided by the three months to give you a monthly average for that quarter.

Inventory: A measure of how much resale product is currently available for sale on the resale market.

Months of Inventory: A measure of market balance. The figures reflect how many months it would take for all the inventory to sell out based on the current pace of sales. The higher the figure, the more supply relative to sales, reflecting buyer's market conditions. Prolonged periods of high months of inventory or buyer's conditions typically result in price declines. Alternatively, when the months of inventory is low, or the pace of sales is high compared to the inventory in the market, then it would be a seller's market. Prolonged periods of seller's market conditions result in higher price increases. Balanced conditions exist when neither the seller or buyer has an advantage and prices are increasing at rates consistent with fundamentals. Market balance will vary depending on product type and location.

New Listings: This reflects the number of homes that came onto the market over the specified period. Often influenced by several factors, including current economic conditions and price movements.

Oversupplied Market: When the amount of inventory in the market far exceeds the sales that occurred in the market. When the months of inventory figure is high compared to typical levels for the regions, this indicates that it would take a longer period at the current pace of sales to get rid of all the inventory in the market. Typically, prolonged periods of an oversupplied market often face price declines as there are more homes for sale than those purchasing properties.

Sales: The sum of all sold transactions that have occurred over a period. Often influenced by several factors including current economic conditions and price movements.

Sales to New Listings Ratio: The number of sales that occurred in comparison to the number of new listings coming on the market. If the ratio is high such as 90%, then that is saying that out of every 100 new listings coming onto the market, 90 are selling, likely causing inventory declines and tighter market conditions, resulting in a seller's market. Alternatively, if the ratio is low, then



more homes are being listed than sold, likely contributing to inventory gains and buyer's market conditions.

Undersupplied Market: Occurs when the months of inventory is a low number, or the pace of sales occurring in the market is high relative to the amount of inventory. When the market is undersupplied for a prolonged period, prices are typically rising at a higher rate.

Year-Over-Year Price Changes: A look at how prices are moving and how they have changed compared to the previous year.



Questions/Feedback?

The dashboard is meant to provide an overall big picture view of each of the regions in the province. As our data access improves, more detailed information will be made available to members. This could include information by property type and price range.

If there is data, graphs or other features that you would like to see included or excluded please let us know. This tool is a first step in improving access to housing statistics data.

If your board would like to host an in-person training session or market update with your members, please <u>contact Ann-Marie Lurie</u> directly to set up a time.