

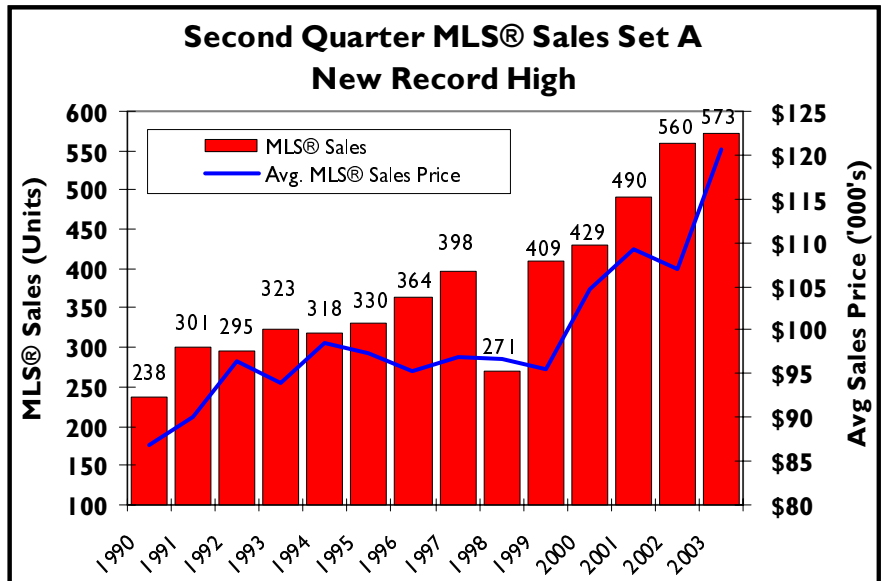
Fredericton Real Estate Board



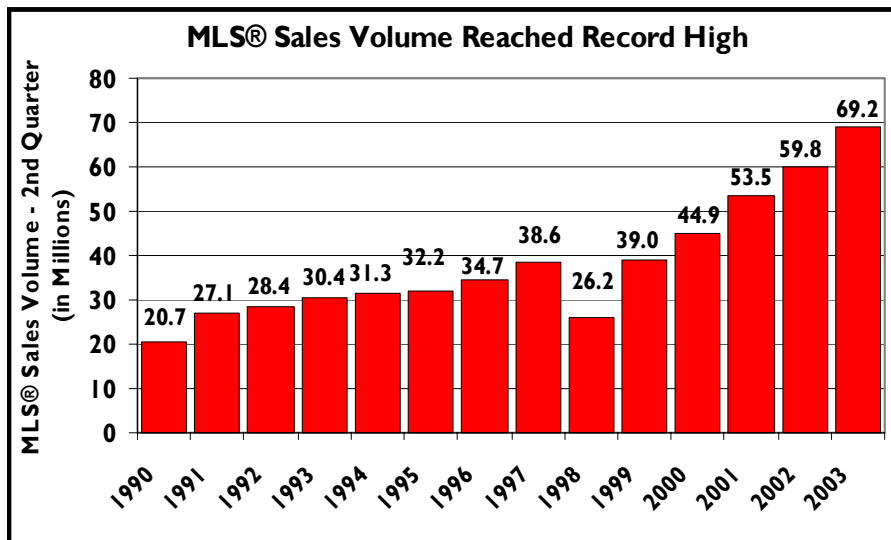
MLS® Trends

Second Quarter: MLS® Sales Maintain Record Pace

- ✓ At 573 units, second quarter MLS® sales exceeded last year's level by 13 units, setting a new record for that three-month period.
- ✓ Solid labour market conditions, low mortgage rates and an ample supply of existing homes available for sale contributed to the rise in sales. At 1,626 units, active listings at the end of June were 8.4 per cent higher than twelve months earlier (1,500 units).
- ✓ The second quarter average MLS® sales price also rose to a record high \$120,771.



Second Quarter: Dollar Volume Exceeds \$69M



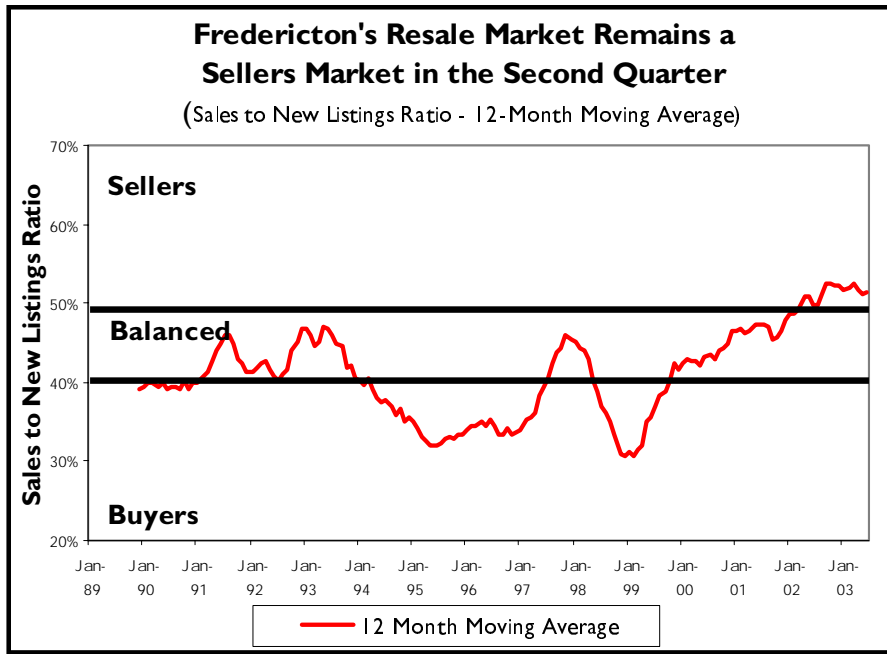
- ✓ Record high level of sales and average sales price have caused the total dollar volume to reach \$69.2 million, exceeding the previous second quarter record set last year by nearly 10 million dollars.
- ✓ Year-to-date MLS® sales have now reached 974 units compared to 948 units last year. When combined to a 7.6 per cent increase in the average sales price, the dollar volume reached the record high of \$106.8 million in the first half.

MLS® Trends - Fredericton Area, Second Quarter 2003

For more information contact Ben Champoux, Senior Market Analyst - CMHC @ (506) 851-2742 or Any Member of the Frdericton Real Estate Board

Fredericton Area Second Quarter 2003

Sales to new Listings Ratio Remains Above 50 Per Cent



√ The sales to new listings ratio is one of the key indicators to determine the current resale market conditions in a particular region. A ratio between 40 and 50 per cent will indicate a balanced market, above 50 per cent a sellers' market, and below 40 per cent a buyers' market.

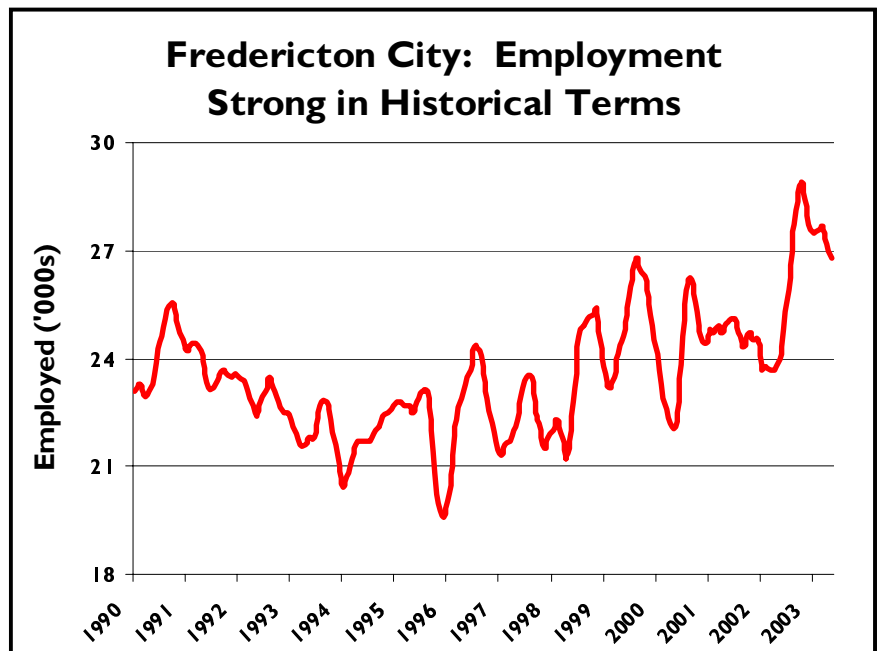
√ In Fredericton, the seasonally adjusted sales to new listings ratio rose above 50 per cent in the first half. As a result, potential buyers in the Fredericton area are currently facing sellers' market conditions, especially with the City limits.

Solid Labour Market Conditions in the Capital Region

√ According to Statistics Canada, employment levels in Fredericton City declined slightly since the record high set in October 2002. Notwithstanding, at 26,800, employment levels in May remained substantially higher than the 24,000 employed a year ago.

√ Part-time jobs reached 5,800 in May, a 49 per cent increase when compared to the same period last year.

√ Full-time jobs rose by 800 positions to a high 21,000 over the same period. Full-time jobs represent more than 78 per cent of total employment.



Multiple Listing Service (MLS®) is a registered certification mark owned by the Canadian Real Estate Association. Historical Data for this report are provided by CREA.

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