

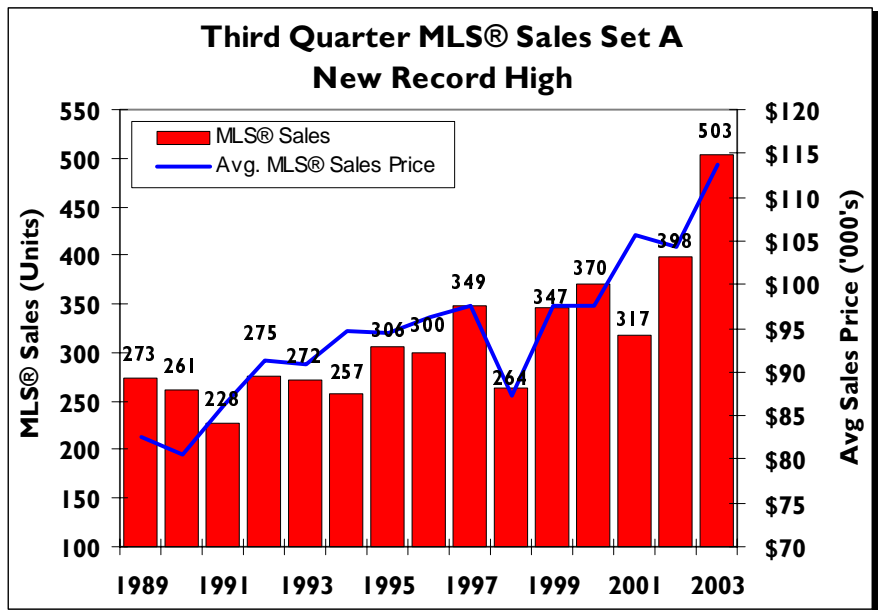
# Fredericton Real Estate Board



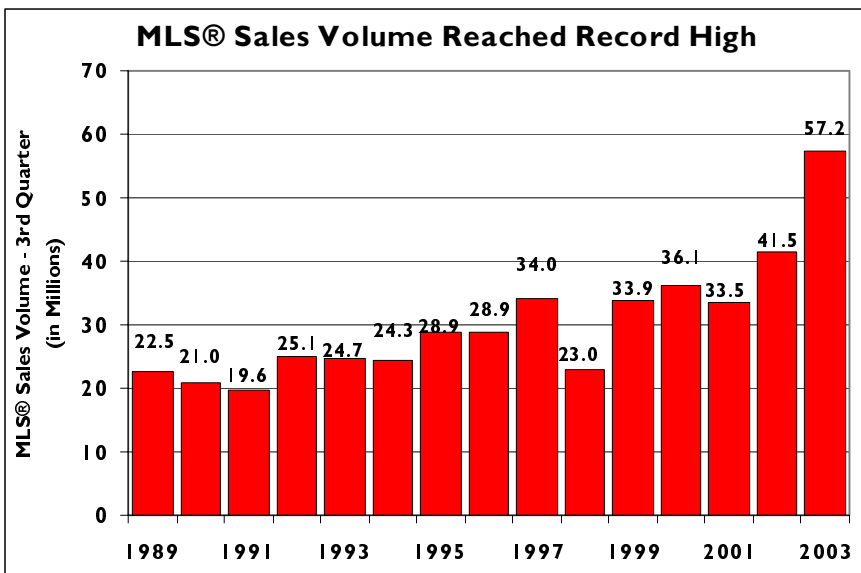
## MLS® Trends

### Third Quarter: MLS® Sales Maintain Record Pace

- ✓ At 503 units, third quarter MLS® sales exceeded last year's level by 105 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 840 units, new listings in the third quarter were 14.9 per cent higher over the same period last year.
- ✓ The third quarter average MLS® sales price also rose to a record high \$113,765.



### Third Quarter: Dollar Volume Exceeds \$57M



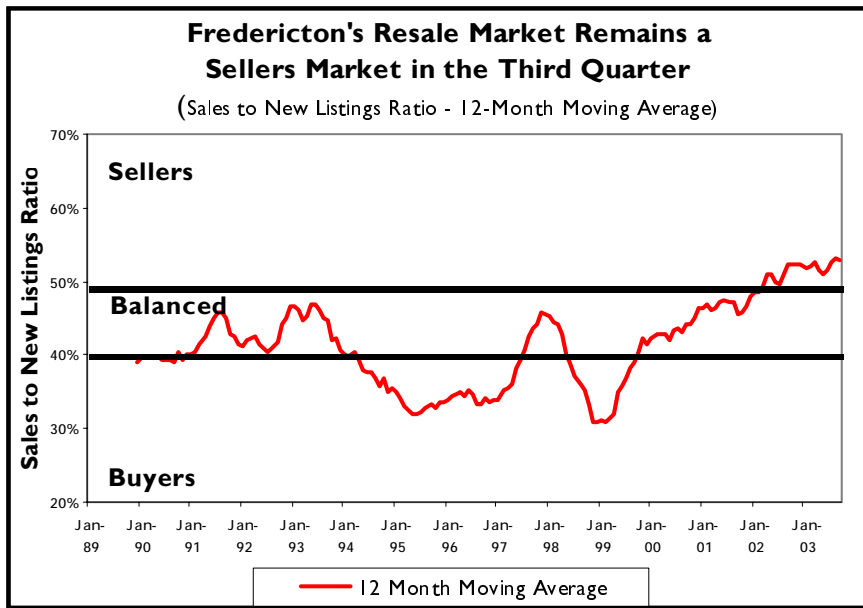
- ✓ Record high level of sales and average sales price have caused the total dollar volume to reach \$57.2 million, exceeding the previous third quarter record set last year by over \$15.5 million.
- ✓ Year-to-date MLS® sales have now reached 1,348 units compared to 1,216 units last year. When combined to a 7.2 per cent increase in the average sales price, the dollar volume reached the record high of \$155.7 million during the first nine months.

MLS® Trends - Fredericton Area, Third Quarter 2003

For more information contact Ben Champoux, Senior Market Analyst - CMHC @ (506) 851-2742  
or Jason Beaton, Market Analyst - CMHC @ (506) 851-6047  
or Any Member of the Fredericton Real Estate Board

## *Fredericton Area Third Quarter 2003*

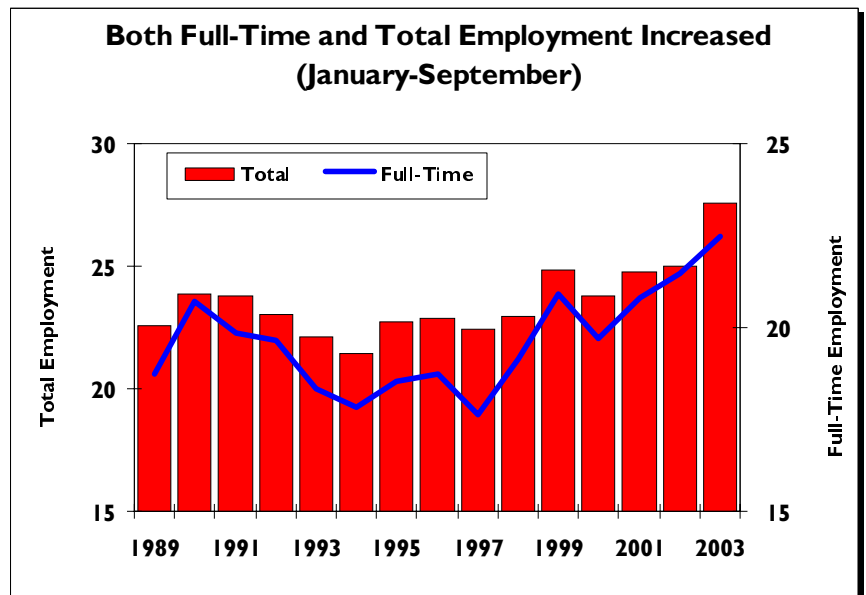
### Sales to new Listings Ratio Remains Above 50 Per Cent



- √ 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 remained above 50 per cent in the third quarter. As a result, potential buyers in the Fredericton area are currently facing sellers' market conditions, especially within the City limits.

### Solid Labour Market Conditions in the Capital Region

- √ According to Statistics Canada, employment levels in Fredericton City rose significantly, from the record levels of 2002, in the first nine months of 2003. Employment levels during the first three quarters rose to 27,590, an increase of 10.4 per cent from the 2002 level.
- √ Part-time jobs reached 5,070 on a year-to-date basis, a 43 per cent increase when compared to the same period last year.
- √ Full-time jobs rose by over 1,000 positions to a high 22,500 over the same period. Full-time jobs represent more than 82 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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