

ASSOCIATION OF REGINA REALTORS® INC.



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For immediate release

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MARKET DIP CONTINUES IN SEPTEMBER – MORTGAGE RULES HAVING IMPACT

Home sales through the Regina and area MLS® System in September were the lowest since 2005 and well below five- and ten-year averages, with federal mortgage qualification rules continuing to have a dampening impact on demand, said the Association of Regina REALTORS® Inc.

There were 238 sales recorded during the month in all geographic areas, down 19.3% from last year when 295 sales occurred. This is the lowest level of sales since 2005 when 228 sales occurred and well below the past 5-year average of 318 sales and 10-year average of 316. There were 195 sales recorded in the city, a decrease of 19.4% from 2017 when 242 sales were posted. The number of sales in the city was also below the 5-year average of 258 and 10-year average of 263.

For the September year-to-date there have been 2,433 sales recorded in all areas, a decrease of 7.1% from 2,619 in 2017. In the city, there have been 1,957 sales compared to 2,140 last year, down 8.6%.

For September, the MLS® Home Price Index (HPI), a much more accurate measure of housing price trends than average or median price, reported a composite benchmark residential price of \$277,000 and index of 259.3 in the city, down 4.7% from \$290,700 at the same time last year. This is part of a price loss trend that began one year ago, and is now 8.8% below the composite price reported in September 2013 of \$303,700. The HPI measures residential price trends based on four benchmark home types, with the index set at a base of 100 for January 2005.

The majority of this price loss has occurred in the last twelve months due to slowing demand, elevated supply levels and the cooling impact of federal mortgage stress rules introduced in the fall of 2016, with a second round in January 2018. These rules have distorted and weakened demand locally by causing many buyers hoping to purchase a home to seek lower price ranges to qualify for a mortgage or leave the market altogether.

The sales dollar volume of \$72.0M posted in all geographic areas for the month was down 22.6% from 2017's \$92.9M. Dollar volume in the city of \$57.6M was down 25.9% from 2017's \$77.6M.

In the city, there were 1,652 active residential listings on the market at the end of September, an increase of 11.1% from 2017's 1,482 but down roughly 100 listings from the summer months.

There were 502 new listings placed on the MLS® System during the month in all geographic areas, down 16.2% from 2017's 599.

Homes that did sell in the city sold in an average of 61 days in the city and 68 days in all areas. These compare to 54 and 61 days respectively last year.

“With demand already below recent levels due to economic factors, it has been impacted even further by federal mortgage rules making it more difficult for buyers to qualify for financing. These rules, primarily intended to cool off overheated markets in Vancouver and Toronto, have been applied to all markets in the country whether needed or not, including ours,” said Gord Archibald, Chief Executive Officer of the Association of Regina REALTORS® Inc. “The rules should be applied on a regional basis where needed, not with a broad-brush across all Canadian markets. As a result, many local buyers have been unnecessarily put on the sidelines.”

The Association operates the Multiple Listing Service® System in Regina and area and publishes the Southern Sask Real Estate Review. The MLS® System is a co-operative marketing system used only by Canada's real estate Boards to ensure maximum exposure of properties for sale.

Additional market information may be accessed [here](#):

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For more information, contact:

Gord Archibald, Chief Executive Officer

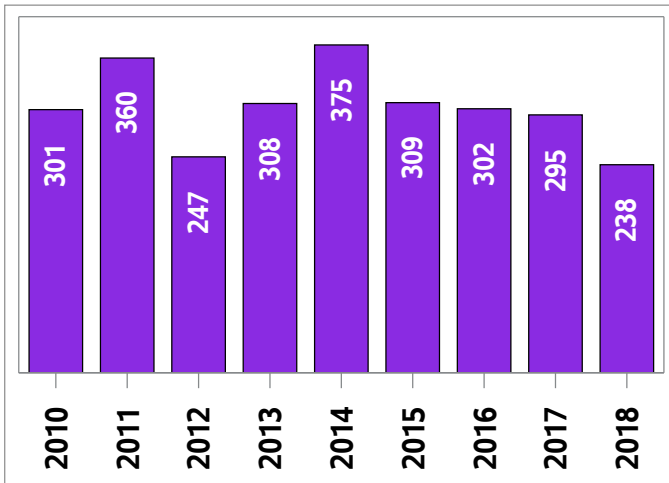
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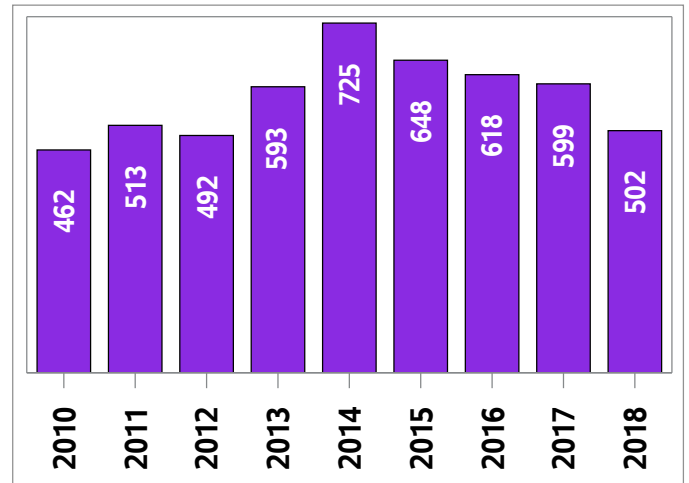
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Regina City and Region MLS® Residential Market Activity

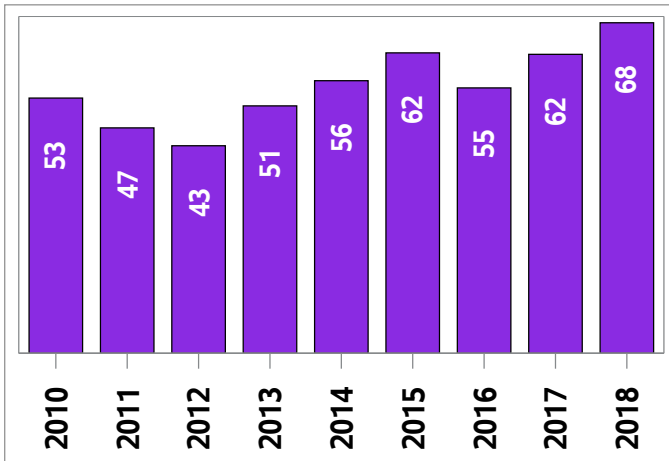
Sales Activity (September only)



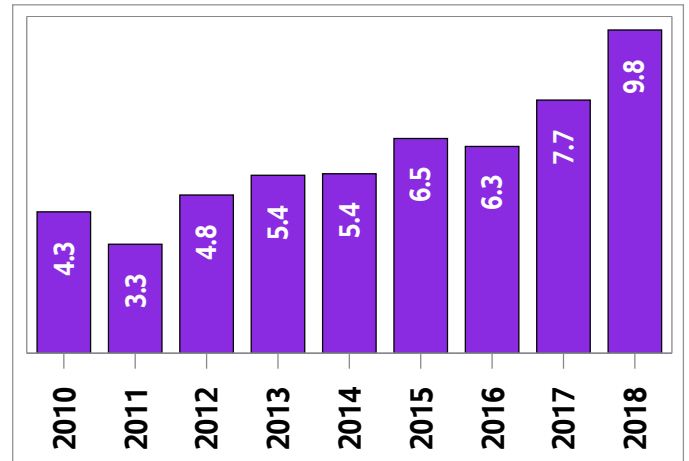
New Listings (September only)



Average Days on Market (September only)

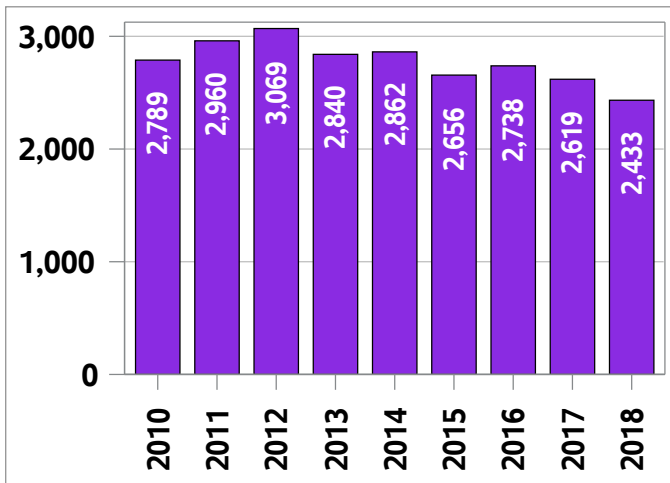


Months of Inventory (September only)



Regina City and Region MLS® Residential Market Activity

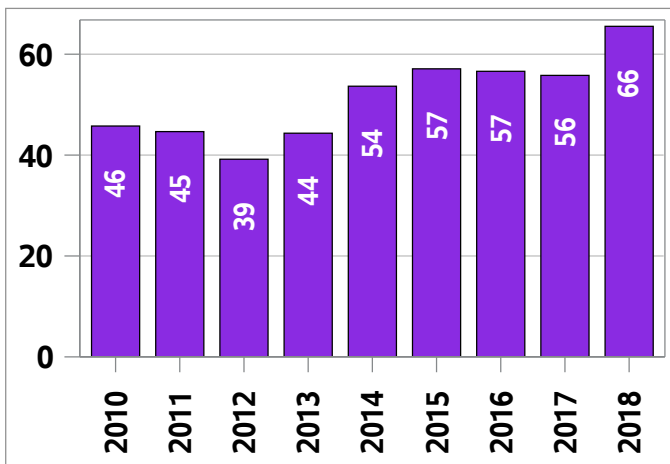
Sales Activity (September Year-to-date)



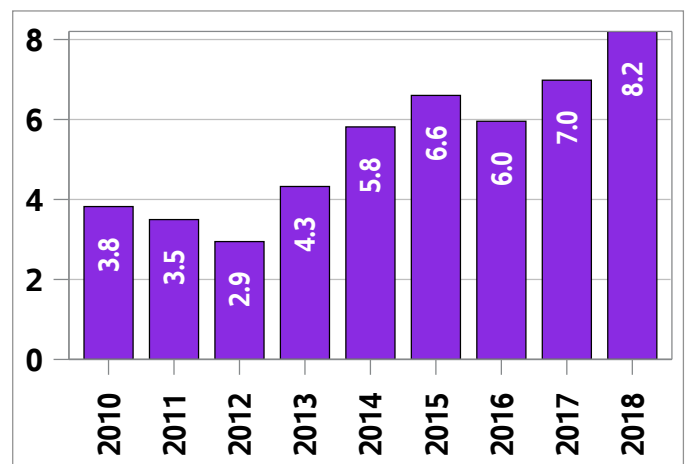
New Listings (September Year-to-date)



Average Days on Market (September Year-to-date)



Months of Inventory ² (September Year-to-date)



Regina City and Region MLS® Residential Market Activity

Actual	September 2018	Compared to ⁵					
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	238	-19.3	-21.2	-23.0	-22.7	-33.9	-11.2
Dollar Volume (\$)	\$71,980,631	-22.6	-23.6	-24.8	-27.2	-28.2	17.0
New Listings	502	-16.2	-18.8	-22.5	-15.3	-2.1	-20.3
Sales to New Listings Ratio ¹	47	49.2	48.9	47.7	51.9	70.2	42.5
Months of Inventory ²	9.8	7.7	6.3	6.5	5.4	3.3	5.8
Average Price (\$)	\$302,440	-4.0	-3.1	-2.3	-5.7	8.6	31.7
Sale to List Price Ratio	95.0	95.5	96.0	95.1	96.2	95.9	95.1
Average Days on Market	68.4	61.8	54.9	62.2	51.2	46.6	40.4

Year-to-date	September 2018	Compared to ⁵					
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	2,433	-7.1	-11.1	-8.4	-14.3	-17.8	-7.0
Dollar Volume (\$)	\$743,009,749	-11.3	-15.3	-11.8	-18.0	-10.9	19.9
New Listings	6,041	-2.7	4.5	-1.0	7.7	24.2	19.5
Sales to New Listings Ratio ³	40	42.2	47.4	43.5	50.6	60.9	51.8
Months of Inventory ⁴	8.2	7.0	6.0	6.6	4.3	3.5	3.1
Average Price (\$)	\$305,388	-4.6	-4.7	-3.8	-4.3	8.4	28.9
Sale to List Price Ratio	95.2	96.0	96.0	96.0	96.8	96.6	98.1
Average Days on Market	65.5	55.8	56.6	57.1	44.3	44.7	21.5

¹ Sales / new listings * 100; Compared to Levels from previous periods

² Active listings at month end / monthly sales; Compared to levels from previous periods

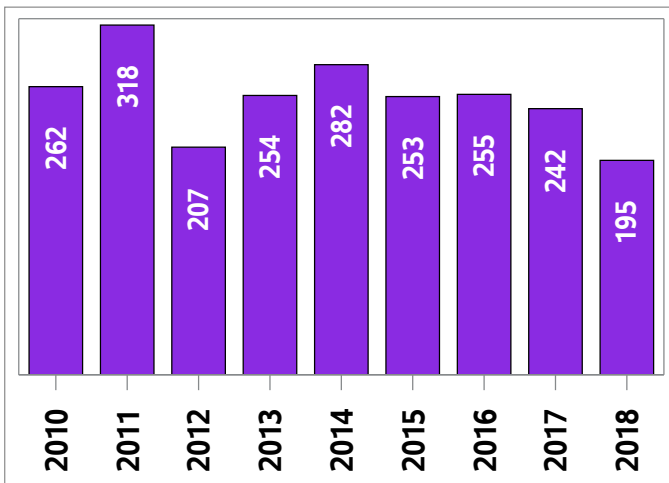
³ Sum of sales from January to current month / sum of new listings from January to current month

⁴ Average active listings from January to current month / average sales from January to current month

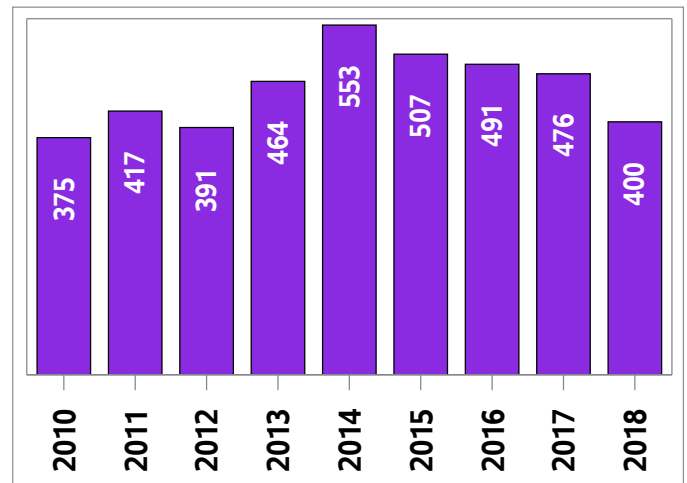
⁵ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

City of Regina MLS® Residential Market Activity

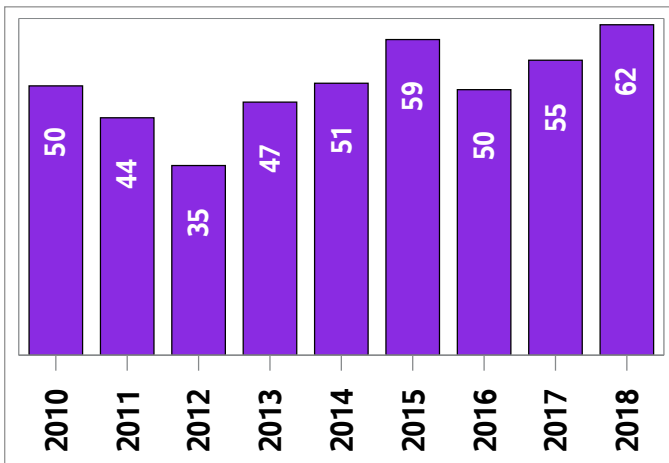
Sales Activity (September only)



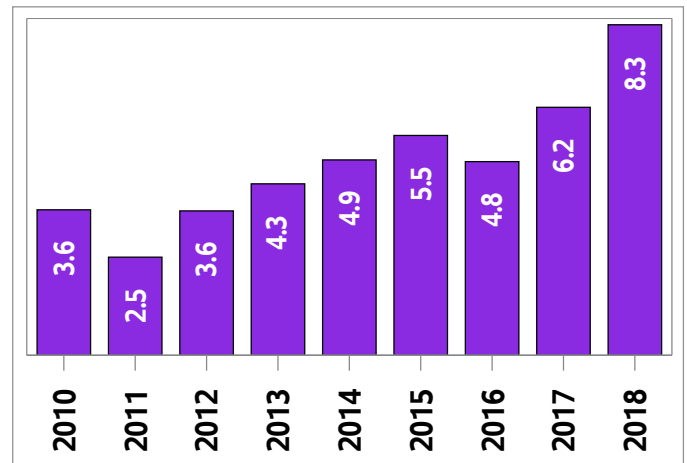
New Listings (September only)



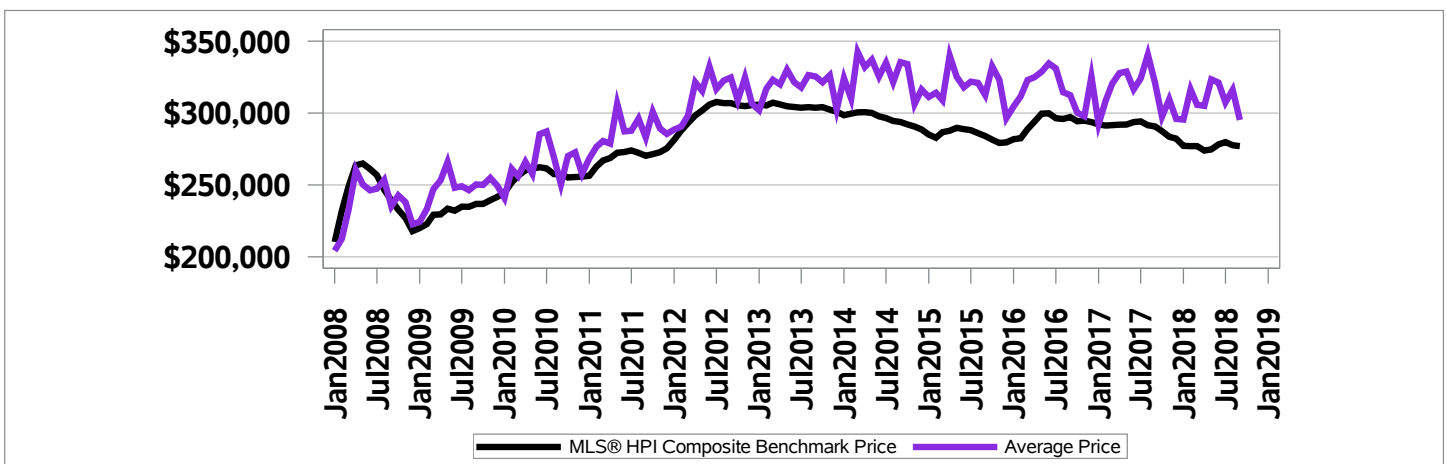
Average Days on Market (September only)



Months of Inventory (September only)

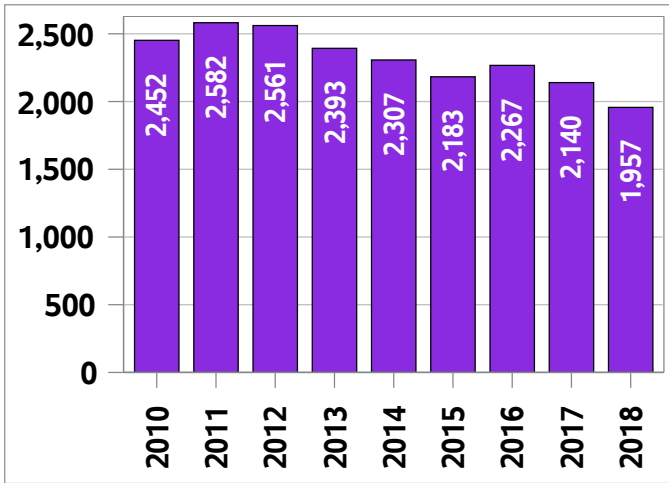


MLS® HPI Benchmark Price and Average Price

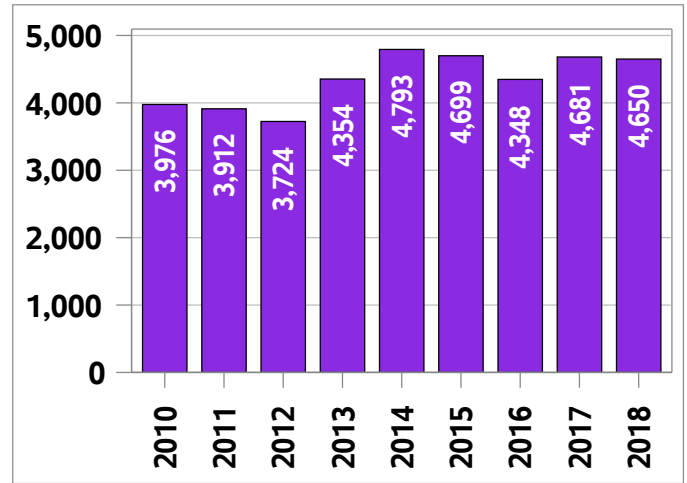


City of Regina MLS® Residential Market Activity

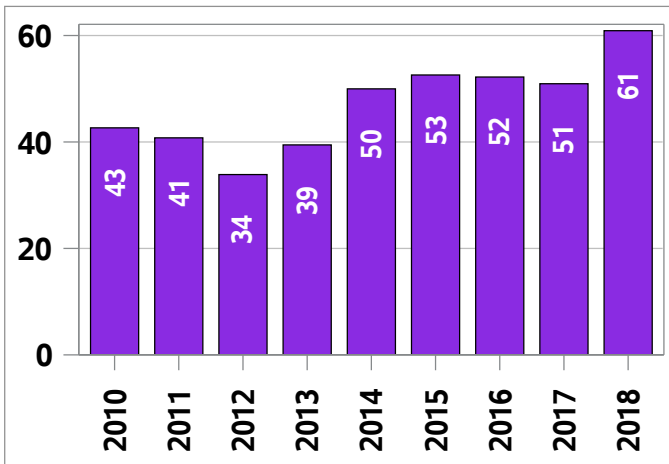
Sales Activity (September Year-to-date)



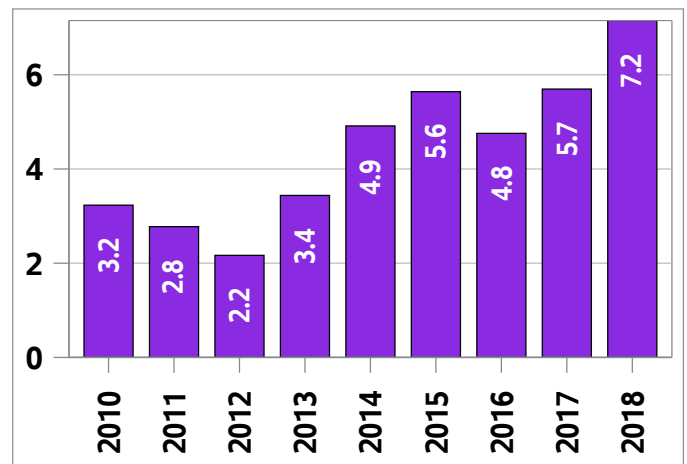
New Listings (September Year-to-date)



Average Days on Market (September Year-to-date)



Months of Inventory ² (September Year-to-date)



City of Regina MLS® Residential Market Activity

Actual	September 2018	Compared to ⁵					
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	195	-19.4	-23.5	-22.9	-23.2	-38.7	-19.1
Dollar Volume (\$)	\$57,565,281	-25.9	-27.7	-27.2	-30.4	-36.0	1.5
New Listings	400	-16.0	-18.5	-21.1	-13.8	-4.1	-27.1
Sales to New Listings Ratio ¹	49	50.8	51.9	49.9	54.7	76.3	43.9
Months of Inventory ²	8.3	6.2	4.8	5.5	4.3	2.5	5.4
Average Price (\$)	\$295,207	-8.0	-5.5	-5.5	-9.3	4.3	25.5
Sale to List Price Ratio	95.1	96.2	96.5	95.6	96.6	96.7	95.4
Average Days on Market	61.6	55.0	49.5	58.8	47.2	44.3	39.7

Year-to-date	September 2018	Compared to ⁵					
		September 2017	September 2016	September 2015	September 2013	September 2011	September 2008
Sales Activity	1,957	-8.6	-13.7	-10.4	-18.2	-24.2	-20.7
Dollar Volume (\$)	\$608,824,654	-11.8	-16.7	-12.9	-20.9	-17.7	3.6
New Listings	4,650	-0.7	6.9	-1.0	6.8	18.9	2.3
Sales to New Listings Ratio ³	42	45.7	52.1	46.5	55.0	66.0	54.3
Months of Inventory ⁴	7.2	5.7	4.8	5.6	3.4	2.8	2.8
Average Price (\$)	\$311,101	-3.6	-3.5	-2.8	-3.3	8.6	30.7
Sale to List Price Ratio	95.8	96.5	96.5	96.4	97.2	96.9	98.3
Average Days on Market	60.9	50.9	52.2	52.6	39.5	40.8	21.0

¹ Sales / new listings * 100; Compared to Levels from previous periods

² Active listings at month end / monthly sales; Compared to levels from previous periods

³ Sum of sales from January to current month / sum of new listings from January to current month

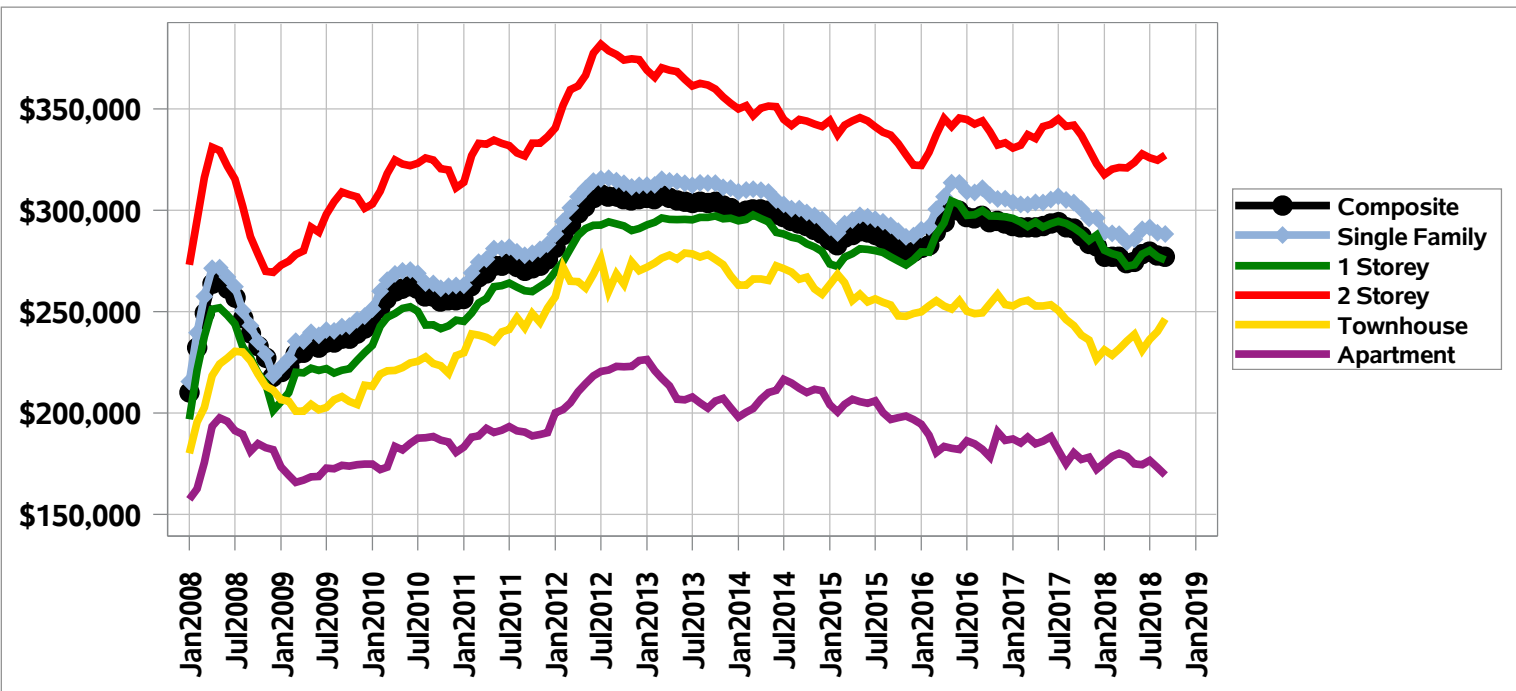
⁴ Average active listings from January to current month / average sales from January to current month

⁵ Sales to new listings ratio and months of inventory shown as levels; all others calculated as percentage changes

City of Regina MLS® HPI Benchmark Price

Benchmark Type:	September 2018	percentage change vs.						
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	10 years ago
Composite	\$277,000	-0.2	-0.4	0.0	-4.7	-2.5	-8.8	15.7
Single Family	\$288,300	-0.2	-0.8	0.0	-5.1	-1.4	-8.0	18.6
One Storey	\$275,500	-0.6	-1.0	-0.8	-5.5	-0.5	-7.1	21.2
Two Storey	\$327,200	0.8	-0.2	1.9	-4.3	-2.9	-9.6	14.0
Townhouse	\$246,400	2.6	6.7	6.4	1.4	-2.7	-11.4	9.1
Apartment	\$169,400	-2.1	-2.9	-5.9	-6.1	-13.9	-16.3	-6.5

Benchmark Type:	September 2018	Historical Values						
		1 month ago	3 months ago	6 months ago	12 months ago	3 years ago	5 years ago	10 years ago
Composite	\$277,000	\$277,600	\$278,200	\$277,000	\$290,700	\$284,000	\$303,700	\$239,400
Single Family	\$288,300	\$288,900	\$290,600	\$288,200	\$303,800	\$292,500	\$313,400	\$243,100
One Storey	\$275,500	\$277,100	\$278,400	\$277,600	\$291,400	\$277,000	\$296,500	\$227,300
Two Storey	\$327,200	\$324,700	\$327,800	\$321,100	\$342,000	\$337,100	\$361,800	\$287,000
Townhouse	\$246,400	\$240,200	\$231,000	\$231,600	\$243,100	\$253,300	\$278,200	\$225,800
Apartment	\$169,400	\$173,100	\$174,500	\$180,100	\$180,400	\$196,800	\$202,400	\$181,100



City of Regina MLS® HPI Benchmark Descriptions

Composite

Features	Value
Above Ground Bedrooms	3
Basement Finish	Unfinished
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1108
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers
Year Built	1971

Single Family

Features	Value
Above Ground Bedrooms	3
Basement Finish	Unfinished
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1134
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5750
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers
Year Built	1965

City of Regina

MLS® HPI Benchmark Descriptions

1 Storey

Features	Value
Above Ground Bedrooms	3
Basement Finish	Unfinished
Bedrooms	4
Below Ground Bedrooms	1
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1060
Half Bathrooms	0
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5792
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers
Year Built	1965

2 Storey

Features	Value
Above Ground Bedrooms	3
Basement Finish	Unfinished
Bedrooms	3
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	2
Garage Description	Attached, Double width
Gross Living Area (Above Ground; in sq. ft.)	1453
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Lot Size	5598
Number of Fireplaces	0
Total Number Of Rooms	7
Type Of Foundation	Basement, Poured concrete
Type of Property	Detached
Wastewater Disposal	Municipal sewers
Year Built	1972

City of Regina MLS® HPI Benchmark Descriptions

Townhouse

Features	Value
Above Ground Bedrooms	2
Attached Specification	Row
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Garage Description	Attached, Single width
Gross Living Area (Above Ground; in sq. ft.)	1060
Half Bathrooms	1
Heating	Forced air
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	6
Type Of Foundation	Basement, Poured concrete
Wastewater Disposal	Municipal sewers
Year Built	2000

Apartment

Features	Value
Above Ground Bedrooms	2
Attached Specification	Row
Basement Finish	Unfinished
Bedrooms	2
Below Ground Bedrooms	0
Exterior Walls	Masonry & Siding
Freshwater Supply	Municipal waterworks
Full Bathrooms	1
Gross Living Area (Above Ground; in sq. ft.)	932
Half Bathrooms	0
Heating	Hot water
Heating Fuel	Natural Gas
Number of Fireplaces	0
Total Number Of Rooms	5
Type Of Foundation	Poured concrete
Wastewater Disposal	Municipal sewers
Year Built	1983