



Residential Home Sale Market Continued to Stabilize in February

When measured against the last two years which were an anomaly, the market has softened. When measured against activity over the last five years, market activity is on par and ahead of sales figures from 2004, 2005 and 2006. Home prices have increased considerably during this time. As a result of the significant swings in price, demand and in many cases speculation the greatest challenge facing sellers currently is to adjust their expectations in this changed market place.

The February residential home sale market performed as forecasted. Unit sales are expected to soften during the first half of 2009. Demand for property in the month of February remained steady. REALTORS® sold 211 residential unit sales in February that number down 42% from February 2008 when 365 properties were sold. Year to date unit sale numbers are ahead of 2005 and 2006 sale figures.

Year to date REALTORS® have sold \$118,569,000.00 of real estate, that number down 32% from 2008 when REALTORS® had sold \$173,957,000.00. The average selling price remained steady for the month of February at \$281,681.00 up 7% from 2008 when the average was \$263,444.00. The average selling price was influenced by 25 sales in the over \$400,000.00 price range. The average price indicates that sales activity focused on the mid to higher price ranges.

The average residential price is derived by taking the month's dollar volume of homes sold and dividing that number by the unit sales number. The percentage of change should not be used unilaterally as prices vary from area to area. Consumers wishing an accurate estimate of value for their home should contact a REALTOR® member for a comparative market analysis.

Residential inventories remained above average for the month of February with home buyers having 1313 properties to select from at the end of the month. Inventory numbers are up 256 % from 2008 when 369 homes were available for purchase. Expectations are that it will take the better part of the year for this inventory to move through the market.

Residential sale trends in areas surrounding Saskatoon were on par with in city activity. Unit sales softened with 44 units selling in February, down 56% from the 100 unit sales figure from February 2008. The average selling price remained steady at \$257,465.00 up 19% from 2008 when the average price was \$217,012.00. Home buyers had 837 homes to select from at the end of the month.

Consumer confidence in the Saskatoon economy remains steady. REALTORS® are receiving numerous inquires of buyers from other provinces looking to move to our province. Markets are cyclical and the market in Saskatoon is at a low point and should begin to return to normal in the next few months. As a result, now is a good time to purchase a home or investment property.

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