

**August 2007 REIN Workshop**

**Focus on  
Future Results**

**How The Best Create Success  
The Power of Knowledge**

**“Only When The Tide  
Goes Out Do You  
Discover Who's Been  
Swimming Naked”**

**Warren Buffet**

Tonight's Theme

**“It's Finally Here!”**

Don R. Campbell

**What Has Alberta  
Real Estate  
Done Since 2005?**

*Where is it going from here?*

## What Has Alberta Real Estate Done Since 2005?

- Up?/ Down?/ Sideways?
- Analysis of **monthly average condo prices**
- **Calgary Vs Edmonton**

## Average Condo Sales Price

- **January 2005**
  - Calgary \$176,720
  - Edmonton \$127,360
  - Gap of \$49,360

## Average Condo Sales Price

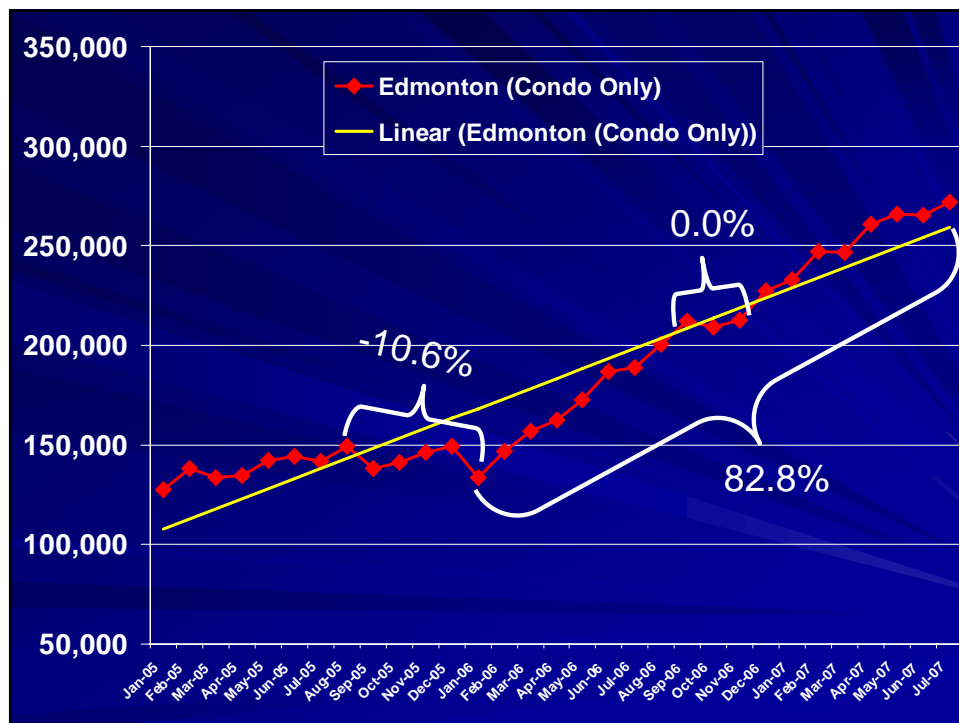
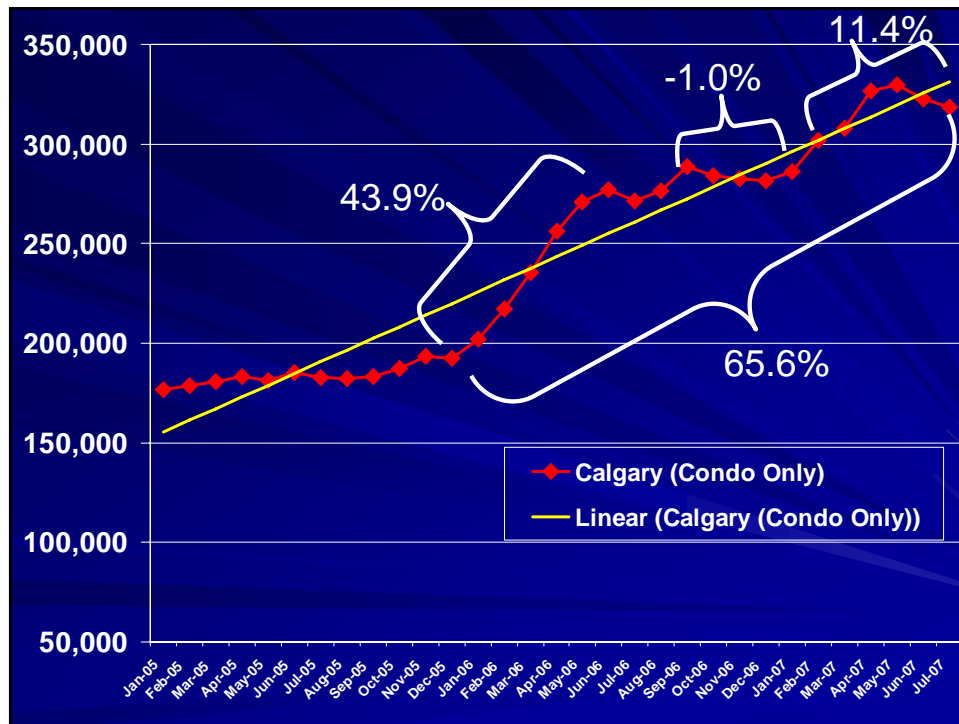
### ■ July 2007 – 31 Months

- Calgary \$318,582
- Edmonton \$271,908
- Gap of \$46,674

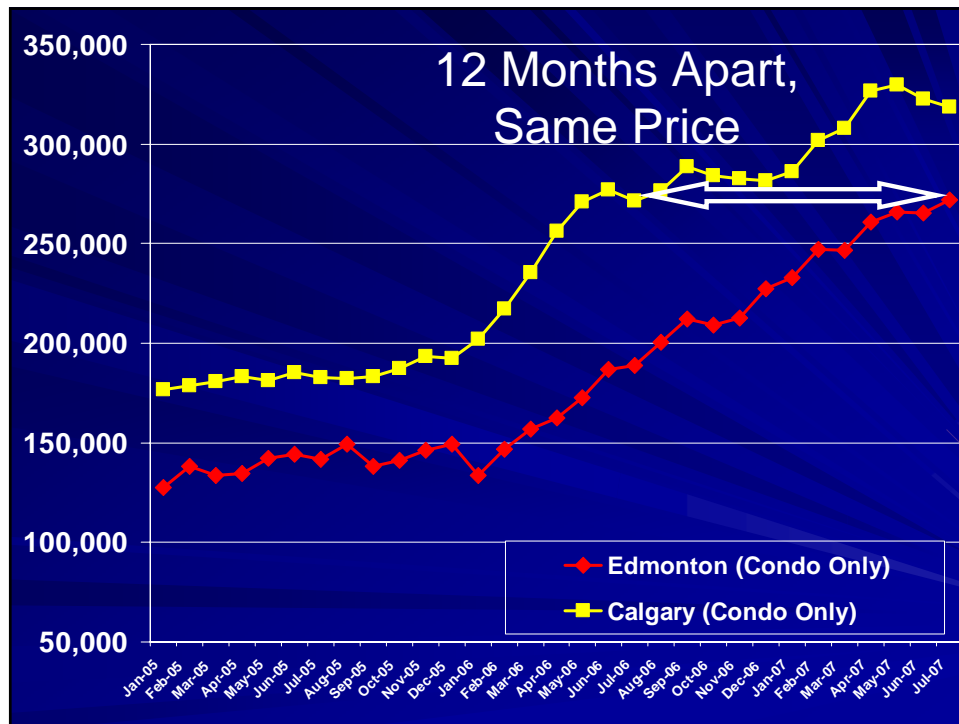
## Last 31 months

	Edmonton Condo	Calgary Condo
\$ Growth	144,548	141,862
% Growth	113%	80%
25% D.P.	31,840	44,180
R.O.I.	454%	321%

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## It's Buying Time...

- Last year headlines in Calgary were **"The Markets Are Over"**, since July 2006, average Condo increased \$47,000 or 17%.
- Calgary leads, Edmonton follows 12 – 18 months behind
- Calgary will continue to lead in economic growth- will see small seasonal slowdown.
- Edmonton will take a breather before jumping again...

## How About Calgary...

- In-migration 250,000 next 10 years
- Oil sands \$\$ comes through Calgary
- Downtown development.
- Labor shortages
  - Limiting overbuild, extending the boom
- Calgary will continue trends from this past year expect 12- 15% growth/ yr.



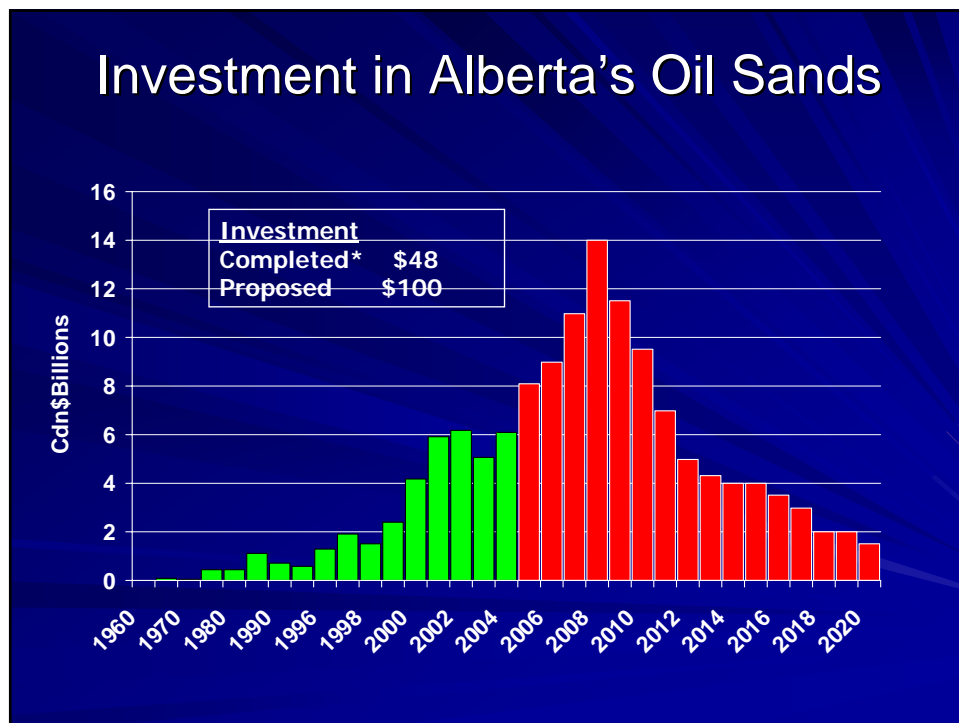
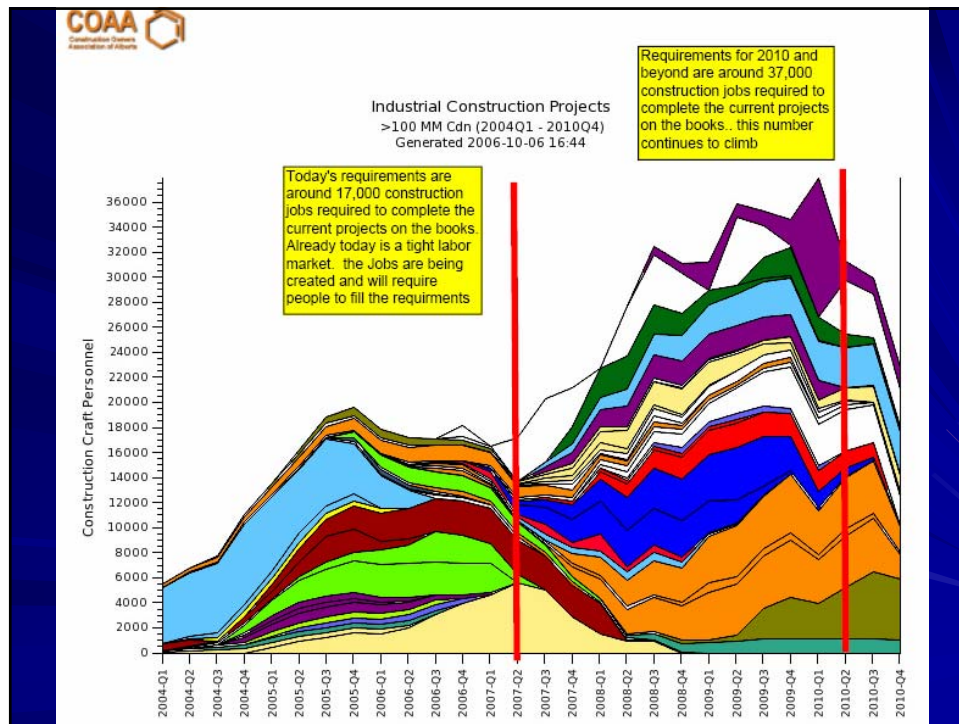
### **Alberta Market Economic Update**

**- Snapshot Summary -**

**Russell Westcott,**  
*Canadian Best Selling Author*  
General Manager REIN Canada  
August 2007

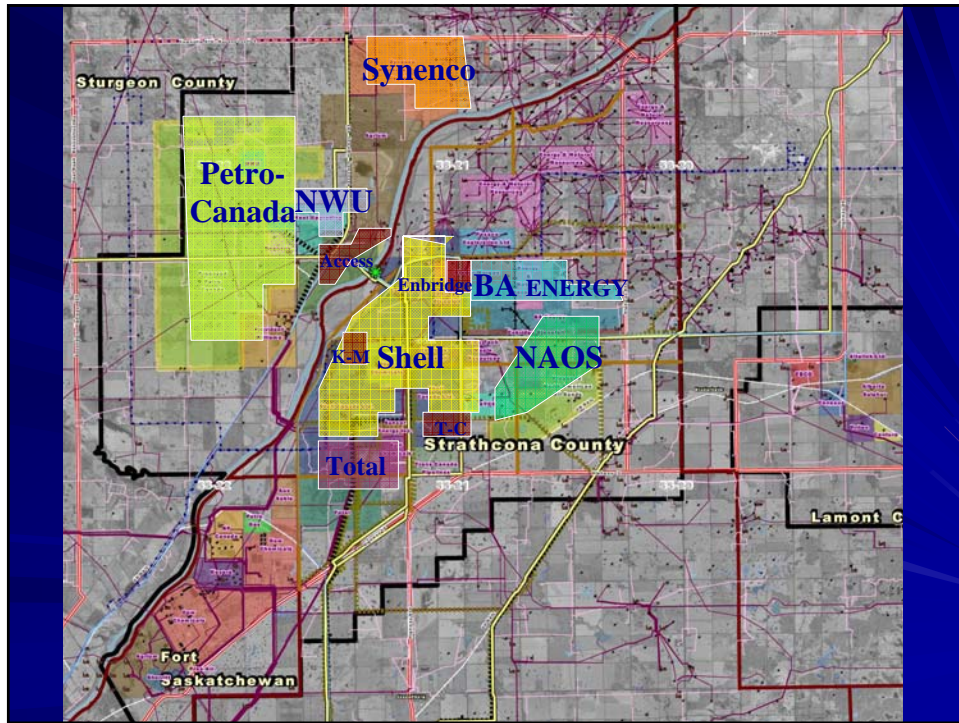


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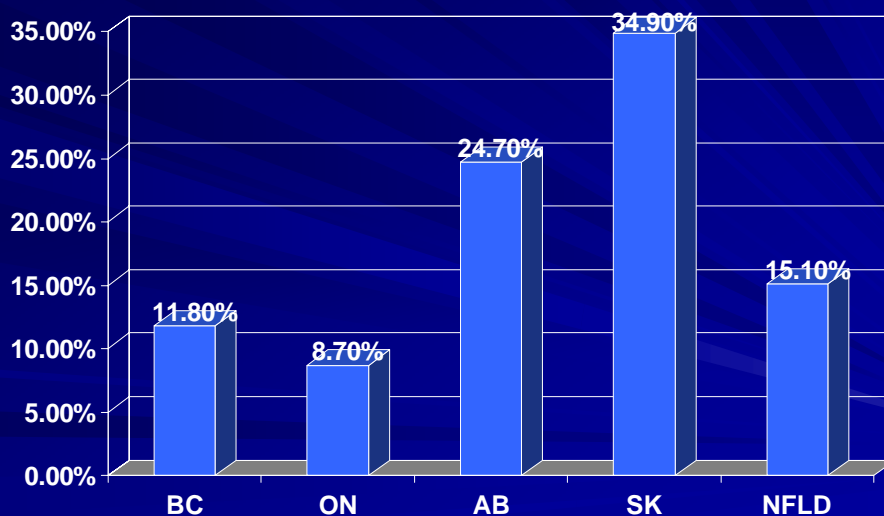
## Proposed Calgary Skyline



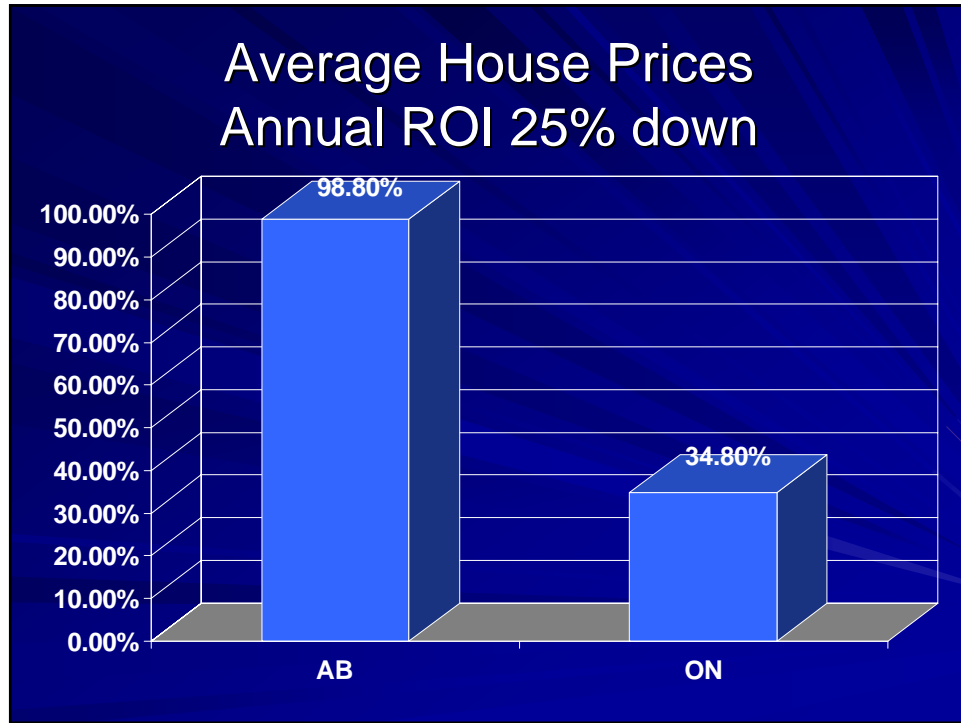
## New Calgary Rules of The Road

- The morning rush hour is from 5:00am to noon. The evening rush hour is from noon to 8:00pm. Friday's rush hour starts on Thursday morning and ends on Saturday night.
- The minimum acceptable speed on most freeways is 130 kph. On Deerfoot, you are expected to match the speed of the airplanes coming in for a landing at the airport. Anything less is considered "Wussy".
- Forget old traffic rules you learned elsewhere. Calgary is different. For example, trucks with the biggest tires go first at 4-way stops.
- If someone actually has their turn signal on, wave them to the shoulder immediately to let them know it has been "accidentally activated."

## Average House Prices June 2006 to June 2007



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**How The Best Create Success**

**“If You Have Knowledge, Let  
Others Light Their Candle  
From It.”**

Margaret Fuller