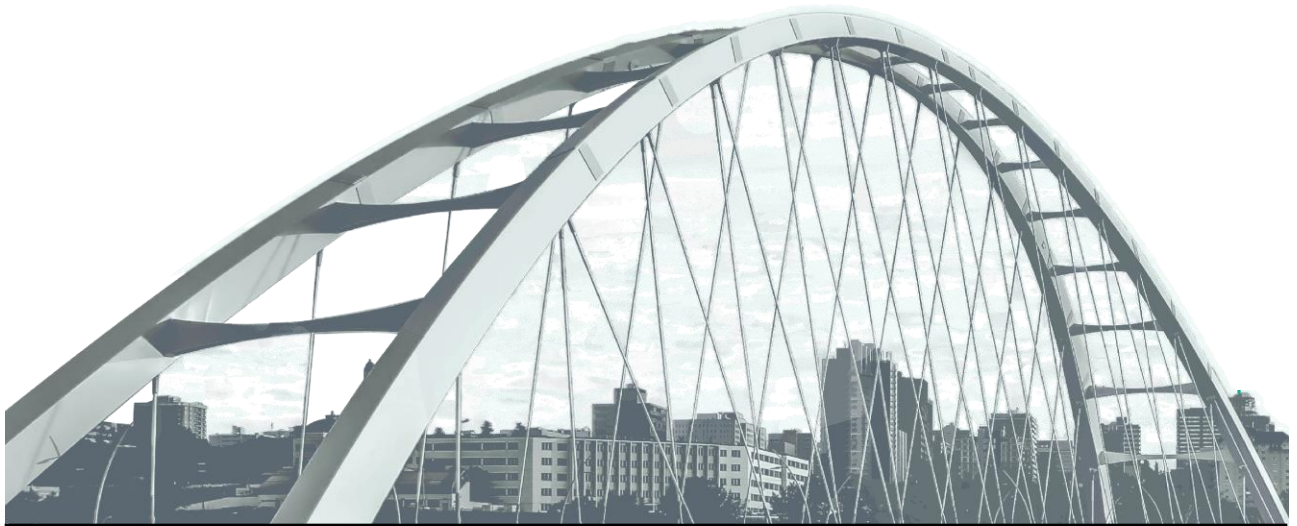




Urban

Formerly Urban Analytics



EDMONTON MULTI-FAMILY TAKE



Q1
2022

POWERED BY
NHSLIVE

NHS
LIVE

TOWNHOMES TOP MARKET

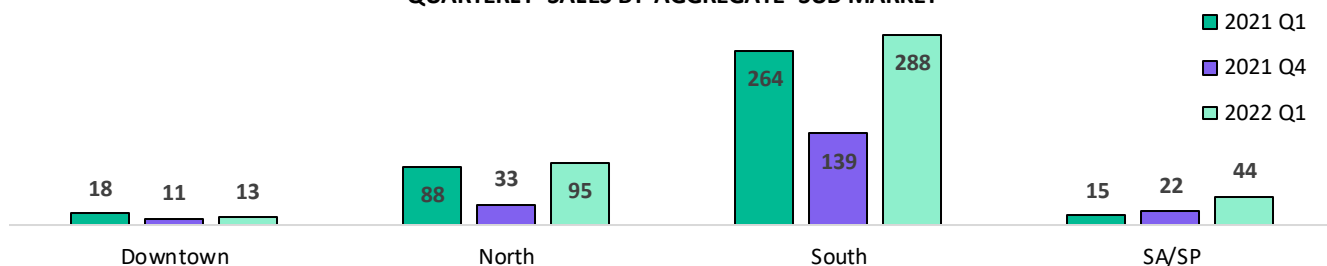
TOWNHOMES TOP MARKET

Year Over Year Sales

| Year | Total Sales |
|------|-------------|
| 2018 | 415 |
| 2019 | 308 |
| 2020 | 196 |
| 2021 | 385 |
| 2022 | 440 |

440 sales were recorded in Edmonton's new multi-family home market in the first quarter of 2022. This represents a 115 percent increase from the previous quarter's sales total and a 14 percent increase from the first quarter of 2021. Townhome sales represented 80 percent of Edmonton's quarterly sales total. The Southwest sub-market recorded its second highest quarterly sales since 2015 with 223 sales. Both the Northwest and Sherwood Park sub-markets recorded new quarterly sales records with 72 and 35 sales, respectively.

QUARTERLY SALES BY AGGREGATE SUB-MARKET



Nine projects sold out in the first quarter of 2022. Active projects in Edmonton averaged 7.5 sales per project, which is the highest ratio on record. Average pricing across all unit types increased by 2.3 percent in the first quarter of 2022. The most common product types – townhomes and wood frame condominiums – have an average price of \$334,738 and \$344,861, respectively.

AVERAGE PRICE PER SQUARE FOOT BY PRODUCT TYPE

| Sub-Market | Concrete | Wood Frame | Townhome |
|---------------|----------|------------|----------|
| DOWNTOWN | \$645 | - | - |
| NORTHWEST | - | \$307 | \$252 |
| NORTHEAST | - | \$241 | \$215 |
| SOUTHWEST | \$547 | \$304 | \$260 |
| SOUTHEAST | - | \$264 | \$234 |
| ST. ALBERT | \$448 | - | \$263 |
| SHERWOOD PARK | - | \$516 | \$238 |

TOTAL SALES VERSUS ACTIVE PROJECTS

