

# MLS® TRENDS

## Eastern Newfoundland and Labrador



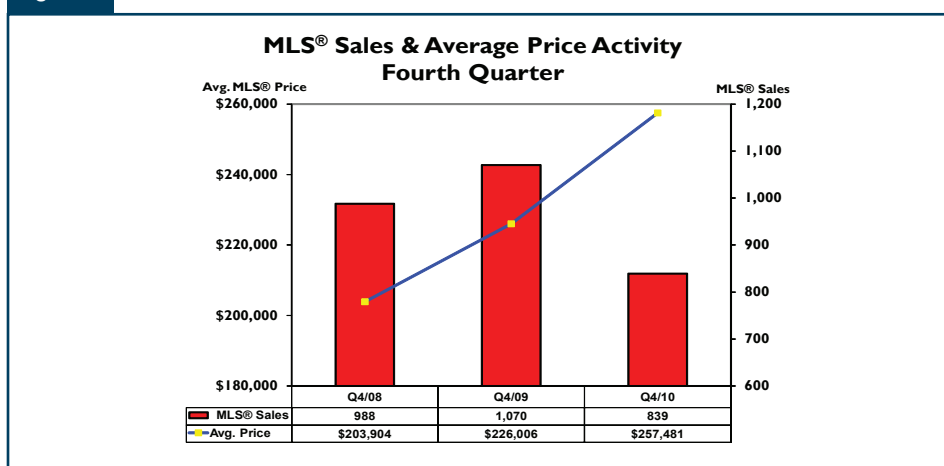
CANADA MORTGAGE AND HOUSING CORPORATION

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### MLS® Residential Sales Drop During Fourth Quarter

- MLS® sales dropped 22% to 839 compared to 2009's fourth quarter sales of 1,070
- October, November and December MLS® sales were 328, 257 and 254, respectively
- Fourth quarter average MLS® residential house price climbed 14% to \$257,481 compared to \$226,006 during the fourth quarter of 2009 and averaged \$251,191 during 2010

Figure 1

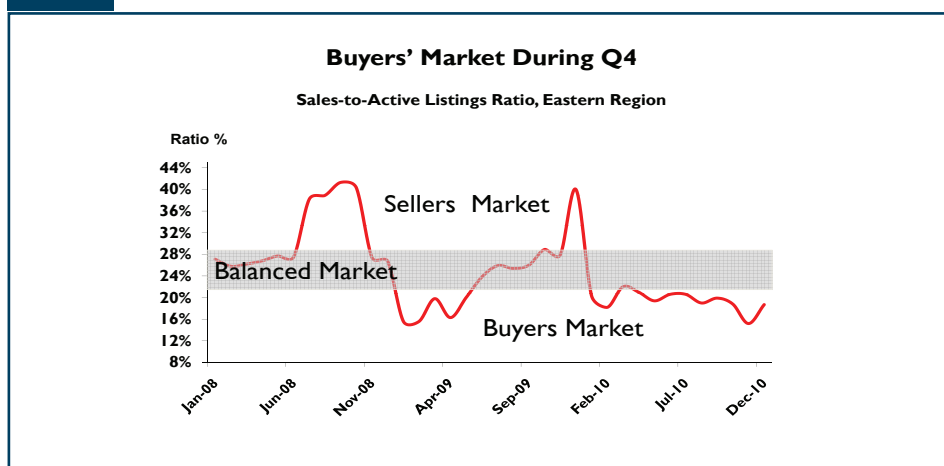


Source: CREA  
 MLS® is a registered trademark of the Canadian Real Estate Association (CREA).

### Buyers' Market Conditions

- There were approximately 1,200 new residential listings during the fourth quarter compared to 1,000 during the same period in 2009
- Active listings or inventory averaged 1,600 a month from October to December versus a much lower 1,140 a month during Q4 of 2009

Figure 2



Source: CREA, CMHC

- The sales-to-active listings ratio reinforced a buyers' market when it hit 19% in October, then dipped to a very low 15% in November, before rebounding to 19% in December, and averaged 18% during the quarter versus a much stronger 32% in the fourth quarter of 2009

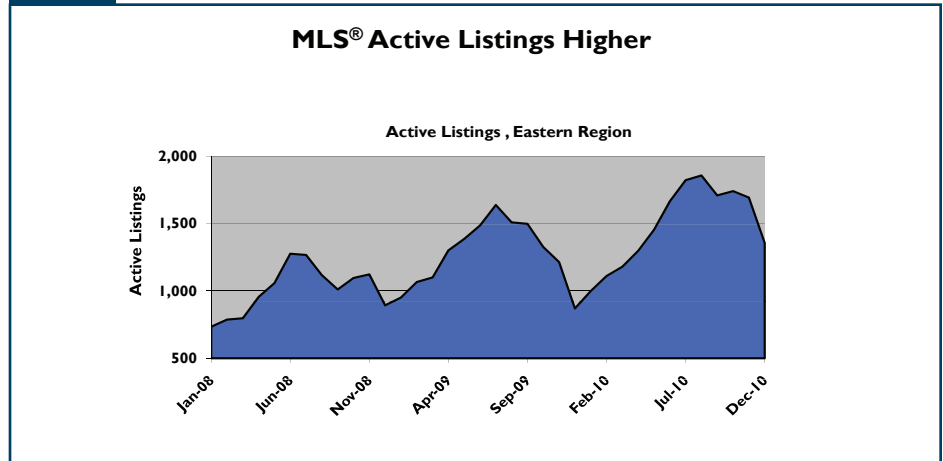
## Active Listings Increase

- Active residential listings or inventory increased approximately 40% during the quarter, with a 56% surge in December – the largest increase on record
- Active listings for October, November and December were 1,741, 1,693 and 1,356, respectively
- The 40% rise in inventory, combined with the 22% decline in sales, resulted in deep-rooted buyers' market conditions during the entire fourth quarter

## Mortgage Rates

- The posted 5-year mortgage rate decreased to 5.19% during the fourth quarter
- The bank rate remained unchanged during the quarter at 1.25%, with prime at 3.00% at major Canadian banks
- With the U.S. recovery slower than expected, Canadian mortgage rates are expected to remain at or near current levels

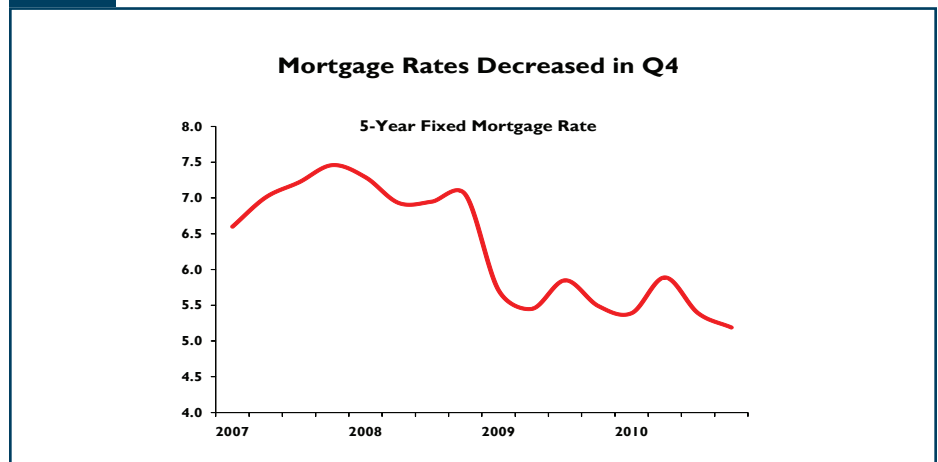
Figure 3



Source: CREA

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Figure 4



Source: Bank of Canada

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