

MONTHLY STATISTICS PACKAGE

City of Calgary

November 2020







Monthly Statistics

November 2020

Sales activity remains strong in November

City of Calgary, December 1, 2020 - For the sixth month in a row, sales in the Calgary market recorded a year-over-year gain.

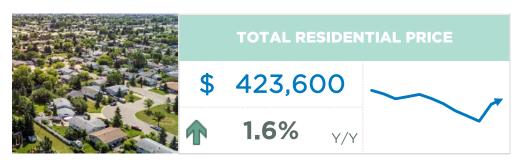
Sales growth over the past several months has been the strongest seen in the past five years, but the activity has not been strong enough to offset the pullbacks from the spring. Year-to-date sales remain over three per cent lower than last year's levels. New listings continue to slow, reducing inventory in the market. On a year-to-date basis, new listings have eased by nearly ten per cent and are at the lowest level recorded since 2001. This has reduced the oversupply that has been impacting the market for nearly five years.

"The gains in sales in the latter part of this year have been a bit surprising considering the job losses and unemployment rate in our city," said CREB® chief economist Ann-Marie Lurie.

"However, it is important to note that the shift to more balanced conditions has been mostly driven by the reduction of supply."

Tighter conditions in the housing market have contributed to some of the recent gains in benchmark prices. As of November, the benchmark price was \$423,600. This is nearly two per cent higher than last year's levels.

However, conditions vary depending on price range. There is not a lot of supply for affordable homes in each product type because of high demand. This is likely causing differing price trends in the lower end of the market versus the higher end.





















City of Calgary Monthly Statistics

November 2020

November 2020

| | Sale | Sales | | New Listings | | Inventory | | S/NL Months of Supply | | Benchmark Price | |
|-------------------|--------|-------|--------|--------------|--------|-----------|-------|-----------------------|------|-----------------|------|
| | Actual | Y/Y% | Actual | Y/Y% | Actual | Y/Y% | Ratio | Actual | Y/Y% | Actual | Y/Y% |
| Detached | 883 | 26% | 893 | -6% | 2,244 | -25% | 99% | 2.54 | -25% | \$492,000 | 3% |
| Semi | 152 | 50% | 163 | -20% | 452 | -32% | 93% | 2.97 | -32% | \$395,100 | 1% |
| Row | 191 | 24% | 259 | 2% | 822 | -8% | 74% | 4.30 | -8% | \$282,200 | 0% |
| Apartment | 211 | 12% | 409 | -8% | 1,510 | 6% | 52% | 7.16 | 6% | \$245,400 | -1% |
| Total Residential | 1,437 | 25% | 1,724 | -7% | 5,028 | -16% | 83% | 3.50 | -16% | \$423,600 | 2% |

Year-to-Date November 2020

| | Sale | es | New Listings | | Inven | tory | S/NL | Months o | f Supply | Benchmark Price | |
|-------------------|--------|------|--------------|------|--------|------|-------|----------|----------|-----------------|------|
| | Actual | Y/Y% | Actual | Y/Y% | Actual | Y/Y% | Ratio | Actual | Y/Y% | Actual | Y/Y% |
| Detached | 9,233 | -2% | 14,782 | -12% | 2,895 | -19% | 62% | 3.45 | -18% | \$482,936 | 0% |
| Semi | 1,534 | -3% | 2,667 | -14% | 592 | -19% | 58% | 4.25 | -17% | \$388,809 | -2% |
| Row | 1,977 | 0% | 3,897 | -5% | 906 | -8% | 51% | 5.04 | -8% | \$278,464 | -2% |
| Apartment | 2,209 | -13% | 5,672 | -3% | 1,525 | -2% | 39% | 7.59 | 13% | \$244,791 | -2% |
| Total Residential | 14,953 | -3% | 27,018 | -9% | 5,918 | -14% | 55% | 4.35 | -10% | \$417,491 | -1% |



Detached

November sales activity improved across every district, contributing to a year-over-year citywide increase of 26 per cent. Improving sales over the past six months have helped offset some of the pullbacks from earlier in the year, as vear-to-date sales were only two per cent lower than last year's levels. Like other sectors, inventory in the detached market has also eased due to the sharp decline in new listings. This has kept the months of supply below three months for the past three months. The tighter market conditions are supporting price gains. As of November, the detached benchmark price improved by nearly three per cent compared to last year for a total of \$492,000. However, prices did not improve across all districts, as the City Centre continues to record prices that are one per cent lower than last year's levels. Activity for this product type does vary significantly depending on location and price range. The pullback in new listings relative to sales has caused significant reductions in inventory for homes priced below \$500,000. Higher price ranges have also seen some declining inventory. but the degree of decline has not been as significant. In fact, the market is exhibiting sellers' market conditions for homes priced below \$500,000, while still favouring the buyer for homes priced above \$700,000



Semi-Detached

Year-over-year gains in sales were met with slower new listings, resulting in inventory reductions and a month of supply of three months. While conditions are not as tight in the semi-detached market as they are in the detached market, the reductions in supply relative to demand were enough to support further monthly gains in the benchmark price.

As of November, the benchmark price was \$395,100, which is one per cent higher than last year's levels. Activity did vary depending on location, as price gains were the highest in the South East district, while prices remained just below last year's levels in the City Centre.

There have also been notable differences within this market depending on price range. The months of supply has declined significantly for product priced below \$400,000. This decline is likely contributing to some of the differing price trends throughout the districts of the city.



Row

Year-over-year gains in the row sector continued in November and were enough to cause yearto-date sales to remain at levels similar to last year. Bucking the trend from other sectors, new listings rose compared to last year, easing some of the downward pressure on inventory levels. The months of supply stayed above four months, higher than levels seen in both the detached and semi-detached sectors, but a significant improvement from the nearly six months of supply recorded last November.

Row prices also showed signs of stabilizing, as November prices remained comparable to last year's levels. Despite some of the monthly gains, on a year-to-date basis, prices remain nearly two per cent lower than last year's levels and have eased across all districts except the City Centre, West and East.

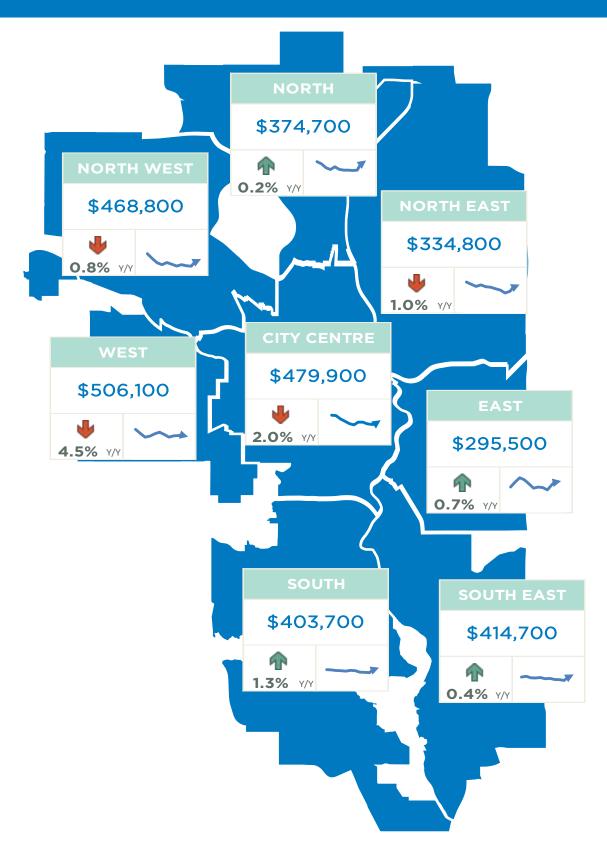


Apartment

Following seven months of yearover-year declines, apartment condo sales improved over last vear's levels. However, last November was an exceptionally weak month for apartment sales. Year-to-date apartment sales totalled 2,209, a 13 per cent decline from last year and nearly 30 per cent lower than longerterm averages. New listings did ease slightly this month, placing some downward pressure on inventory that was missing earlier in the year. However, inventory remains higher than last year's levels and

pressure on inventory that was missing earlier in the year. However, inventory remains higher than last year's levels and the months of supply is still elevated at nearly eight months. The oversupply in this market continues to place downward pressure on prices, which not only eased relative to last month, but remain one per cent lower than last year's prices. The only district to see some positive momentum is the North, where prices rose slightly compared to last year.

November 2020 District Total Residential Benchmark Price



\$458,687

189

0.01%

-0.94%



Average Price

Index

\$441,806

189

| | | | | | Nov. 2 | 020 |
|-----------------------|---------------|---------------|-----------------|-----------------|-----------------|-------------|
| | Nov-19 | Nov-20 | Y/Y % Change | 2019 YTD | 2020 YTD | % Change |
| CITY OF CALGARY | | | | | | |
| Total Sales | 1,146 | 1,437 | 25.39% | 15,490 | 14,953 | -3.47% |
| Total Sales Volume | \$506,310,087 | \$654,673,578 | 29.30% | \$7,104,574,707 | \$6,858,748,683 | -3.46% |
| New Listings | 1,849 | 1,724 | -6.76% | 29,851 | 27,018 | -9.49% |
| Inventory | 5,984 | 5,028 | -15.98% | 6,693 | 5,810 | -13.20% |
| Months of Supply | 5.22 | 3.50 | -32.99% | 4.75 | 4.27 | -10.09% |
| Sales to New Listings | 61.98% | 83.35% | 21.37% | 51.89% | 55.34% | 3.45% |
| Sales to List Price | 96.21% | 96.52% | 0.31% | 96.54% | 96.49% | -0.05% |
| Days on Market | 64 | 55 | -13.73% | 59 | 55 | -6.78% |
| Benchmark Price | \$416,800 | \$423,600 | 1.63% | \$421,191 | \$417,491 | -0.88% |
| Median Price | \$400,000 | \$414,000 | 3.50% | \$410,000 | \$412,000 | 0.49% |

3.12%

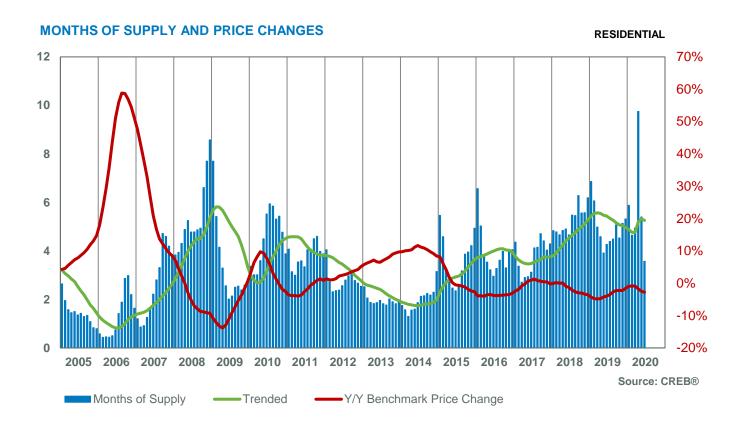
1.64%

\$458,656

191

\$455,584

192





Summary Stats City of Calgary

| | | | | | N | ov. 2020 |
|-----------------------------|---------------|---------------|-----------------|-------------------------------|-----------------|----------|
| | Nov-19 | Nov-20 | Y/Y % Change | 2019 YTD | 2020 YTD | % Change |
| DETACHED | | | | | | |
| Total Sales | 703 | 883 | 25.60% | 9,397 | 9,233 | -1.75% |
| Total Sales Volume | \$365,949,103 | \$474,829,787 | 29.75% | \$5,039,962,060 | \$4,984,064,606 | -1.11% |
| New Listings | 948 | 893 | -5.80% | 16,794 | 14,782 | -11.98% |
| Inventory | 3,002 | 2,244 | -25.25% | 3,501 | 2,842 | -18.82% |
| Months of Supply | 4.27 | 2.54 | -40.49% | 4.10 | 3.39 | -17.38% |
| Sales to New Listings Ratio | 74.16% | 98.88% | 24.72% | 55.95% | 62.46% | 6.51% |
| Sales to List Price Ratio | 96.15% | 96.62% | 0.47% | 96.56% | 96.56% | -0.01% |
| Days on Market | 59 | 50 | -15.27% | 54 | 50 | -7.41% |
| Benchmark Price | \$478,200 | \$492,000 | 2.89% | \$483,064 | \$482,936 | -0.03% |
| Median Price | \$462,135 | \$477,000 | 3.22% | \$466,500 | \$472,248 | 1.23% |
| Average Price | \$520,553 | \$537,746 | 3.30% | \$536,337 | \$539,810 | 0.65% |
| APARTMENT | | | | | | |
| Total Sales | 188 | 211 | 12.23% | 2,535 | 2,209 | -12.86% |
| Total Sales Volume | \$47,611,095 | \$49,591,389 | 4.16% | \$697,085,838 | \$558,256,077 | -19.92% |
| New Listings | 444 | 409 | -7.88% | 5,841 | 5,672 | -2.89% |
| Inventory | 1,431 | 1,510 | 5.52% | 1,506 | 1,494 | -0.78% |
| Months of Supply | 7.61 | 7.16 | -5.98% | 6.53 | 7.44 | 13.86% |
| Sales to New Listings Ratio | 42.34% | 51.59% | 9.25% | 43.40% | 38.95% | -4.45% |
| Sales to List Price Ratio | 95.61% | 95.20% | -0.41% | 95.87% | 95.34% | -0.53% |
| Days on Market | 75 | 66 | -11.67% | 72 | 67 | -6.94% |
| Benchmark Price | \$248,100 | \$245,400 | -1.09% | \$250,118 | \$244,791 | -2.13% |
| Median Price | \$228,000 | \$215,000 | -5.70% | \$240,000 | \$225,000 | -6.25% |
| Average Price | \$253,251 | \$235,030 | -7.19% | \$274,985 | \$252,719 | -8.10% |
| CITY OF CALGARY SEMI-DETA | CHED | | | . , | | |
| Total Sales | 101 | 152 | 50.50% | 1,574 | 1,534 | -2.54% |
| Total Sales Volume | \$42,408,850 | \$70,535,271 | 66.32% | \$744,040,547 | \$702,131,355 | -5.63% |
| New Listings | 203 | 163 | -19.70% | 3,108 | 2,667 | -14.19% |
| Inventory | 661 | 452 | -31.62% | 732 | 592 | -19.04% |
| Months of Supply | 6.54 | 2.97 | -54.56% | 5.11 | 4.25 | -16.93% |
| Sales to New Listings Ratio | 49.75% | 93.25% | 43.50% | 50.64% | 57.52% | 6.87% |
| Sales to List Price Ratio | 96.90% | 96.60% | -0.31% | 96.83% | 96.76% | -0.07% |
| Days on Market | 66 | 61 | -8.32% | 63 | 61 | -3.17% |
| Benchmark Price | \$390,000 | \$395,100 | 1.31% | \$399,200 | \$387,943 | -2.82% |
| Median Price | \$342,000 | \$387,950 | 13.44% | \$382,250 | \$374,500 | -2.03% |
| Average Price | \$419,890 | \$464,048 | 10.52% | \$472,707 | \$457,713 | -3.17% |
| CITY OF CALGARY ROW | ***** | * , | | * · · - , · · · | ¥ 1.51 j. 1.5 | |
| Total Sales | 154 | 191 | 24.03% | 1,984 | 1,977 | -0.35% |
| Total Sales Volume | \$50,341,039 | \$59,717,130 | 18.63% | \$623,486,262 | \$614,296,645 | -1.47% |
| New Listings | 254 | 259 | 1.97% | 4,108 | 3,897 | -5.14% |
| Inventory | 890 | 822 | -7.64% | 989 | 906 | -8.47% |
| Months of Supply | 5.78 | 4.30 | -25.53% | 5.49 | 5.04 | -8.15% |
| Sales to New Listings Ratio | 60.63% | 73.75% | 13.12% | 48.30% | 50.73% | 2.44% |
| Sales to List Price Ratio | 96.66% | 96.76% | 0.11% | 96.74% | 96.64% | -0.10% |
| Days on Market | 69 | 60 | -12.79% | 63 | 61 | -3.17% |
| Benchmark Price | \$280,900 | \$282,200 | 0.46% | \$283,700 | \$278,464 | -1.85% |
| Median Price | \$297,750 | \$287,500 | -3.44% | \$289,900 | \$286,500 | -1.17% |
| Average Price | \$326,890 | \$312,655 | -4.35% | \$314,257 | \$310,722 | -1.12% |

For a list of definitions, see page 26.



| November 2020 | Sales | New Listings | Sales to New Listings Ratio | Inventory | Months of Supply | Benchmark Price | Year-over-year benchmark | Month-over- month benchmark price change |
|-----------------------|----------|-----------------|--------------------------------|-------------|---------------------|-----------------------|-----------------------------|---|
| Detached 2020 | Sales | Listings | Listings Ratio | ilivelitory | Supply | Delicililark Frice | price change | price change |
| City Centre | 105 | 135 | 77.78% | 496 | 4.72 | \$637,200 | -1.09% | 0.62% |
| North East | 94 | 123 | 76.42% | 239 | 2.54 | \$371,400 | 2.40% | 0.68% |
| North | 141 | 103 | 136.89% | 213 | 1.51 | \$428,800 | 4.20% | 0.56% |
| North West | 124 | 105 | 118.10% | 259 | 2.09 | \$538,100 | 2.46% | 0.26% |
| West | 95 | 102 | 93.14% | 334 | 3.52 | \$656,400 | 2.13% | -0.42% |
| South | 157 | 166 | 94.58% | 367 | 2.34 | \$470,500 | 3.77% | -0.06% |
| South East | 140 | 124 | 112.90% | 251 | 1.79 | \$457,700 | 5.34% | 0.51% |
| East | 25 | 32 | 78.13% | 62 | 2.48 | \$346,000 | 1.29% | 0.67% |
| TOTAL CITY | 883 | 893 | 98.88% | 2,244 | 2.54 | \$492,000 | 2.89% | 0.31% |
| | 003 | 093 | 30.0070 | 2,277 | 2.34 | ψ 4 32,000 | 2.03 /6 | 0.5176 |
| Apartment City Centre | 84 | 211 | 39.81% | 833 | 9.92 | \$271,900 | -0.51% | -1.84% |
| • | 7 | 17 | | | | | | |
| North East North | 12 | 17 | 41.18% 63.16% | 60 79 | 8.57 6.58 | \$216,100 | -2.35% 2.17% | -0.66% |
| North West | 18 | 36 | | | | \$211,500 | | |
| | | | 50.00% | 137 | 7.61 | \$228,300 | -0.95% | -0.48% |
| West | 28 39 | 48 | 58.33% | 138 | 4.93 | \$223,600 | -2.06% | -2.10% |
| South Foot | | 33 | 118.18% | 121 | 3.10 | \$215,800 | -1.86% | -0.55% |
| South East | 22 | 38 | 57.89% | 115 | 5.23 | \$229,100 | -1.80% | -0.13% |
| East | 1 | 7 | 14.29% | 24 | 24.00 | \$177,600 | -6.82% | 0.40% |
| TOTAL CITY | 211 | 409 | 51.59% | 1,510 | 7.16 | \$245,400 | -1.09% | -1.29% |
| Semi-detached | | | | | | | | |
| City Centre | 49 | 51 | 96.08% | 203 | 4.14 | \$698,600 | -0.36% | 0.46% |
| North East | 21 | 19 | 110.53% | 39 | 1.86 | \$292,100 | 1.74% | 1.99% |
| North | 12 | 9 | 133.33% | 24 | 2.00 | \$332,500 | 2.34% | 0.51% |
| North West | 9 | 8 | 112.50% | 33 | 3.67 | \$372,500 | 0.57% | -0.72% |
| West | 18 | 26 | 69.23% | 60 | 3.33 | \$503,800 | 1.04% | 0.66% |
| South | 21 | 31 | 67.74% | 50 | 2.38 | \$314,000 | 2.25% | 0.32% |
| South East | 12 | 9 | 133.33% | 23 | 1.92 | \$322,000 | 4.89% | 1.16% |
| East | 9 | 8 | 112.50% | 16 | 1.78 | \$282,500 | 0.43% | 0.82% |
| TOTAL CITY | 152 | 163 | 93.25% | 452 | 2.97 | \$395,100 | 1.31% | 0.61% |
| Row | | | | | | | | |
| City Centre | 25 | 56 | 44.64% | 232 | 9.28 | \$459,400 | 4.58% | 1.12% |
| North East | 14 | 23 | 60.87% | 82 | 5.86 | \$176,600 | -4.44% | -3.50% |
| North | 32 | 34 | 94.12% | 85 | 2.66 | \$238,900 | -1.44% | 0.38% |
| North West | 25 | 25 | 100.00% | 71 | 2.84 | \$289,800 | -2.03% | 1.83% |
| West | 16 | 38 | 42.11% | 122 | 7.63 | \$335,300 | 8.48% | 2.57% |
| South | 38 | 35 | 108.57% | 95 | 2.50 | \$237,500 | -2.34% | -0.67% |
| South East | 31 | 36 | 86.11% | 108 | 3.48 | \$274,800 | -2.00% | 0.18% |
| East | 9 | 6 | 150.00% | 12 | 1.33 | \$165,900 | -0.60% | 1.47% |
| TOTAL CITY | 191 | 259 | 73.75% | 822 | 4.30 | \$282,200 | 0.46% | 0.46% |

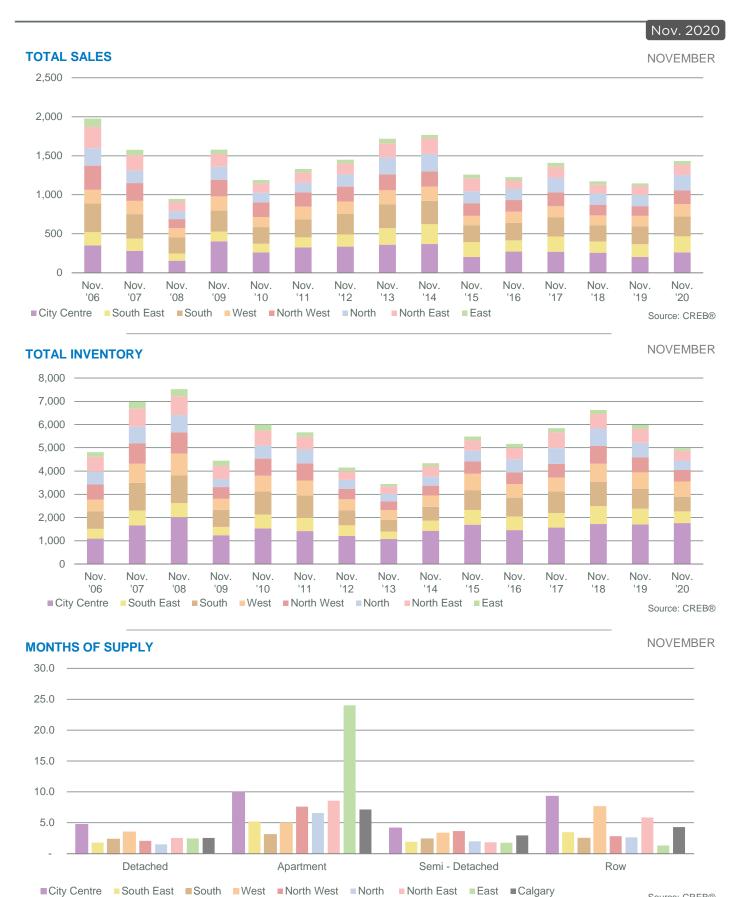
^{*}Total city figures can include activity from areas not yet represented by a community / district

City of Calgary









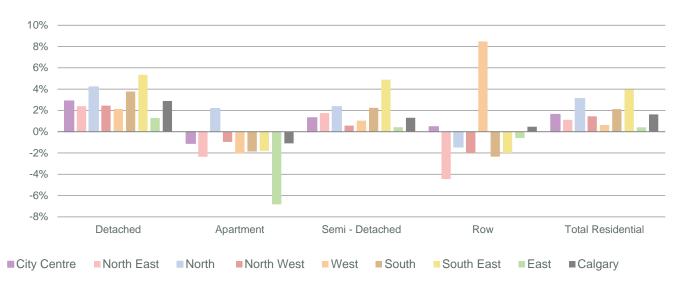
Source: CREB®



BENCHMARK PRICE - NOVEMBER



YEAR OVER YEAR PRICE GROWTH COMPARISON - NOVEMBER



Source: CREB®

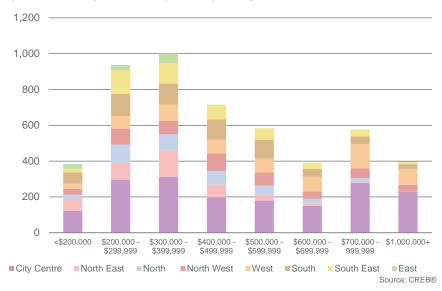
| I TPICAL HOME AT | I KIRO I E2 | - DETACE | IED HOMES |
|------------------|-------------|----------|-----------|
| | | | |

| | City | | | North | | | South | | City of |
|----------------------------------|--------|------------|-------|-------|-------|-------|-------|-------|---------|
| | Centre | North East | North | West | West | South | East | East | Calgary |
| Gross Living Area (Above Ground) | 1,233 | 1,170 | 1,338 | 1,501 | 1,703 | 1,365 | 1,468 | 1,091 | 1,341 |
| Lot Size | 5,528 | 4,070 | 4,396 | 5,328 | 5,625 | 5,242 | 4,273 | 4,805 | 4,908 |
| Above Ground Bedrooms | 2 | 3 | 3 | 3 | 3 | 3 | 3 | 3 | 3 |
| Year Built | 1951 | 1985 | 1997 | 1994 | 1997 | 1983 | 1999 | 1974 | 1991 |
| Full Bathrooms | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 | 2 |
| Half Bathrooms | 0 | 1 | 1 | 1 | 1 | 1 | 1 | 0 | 1 |

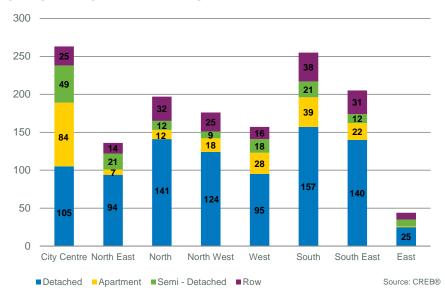




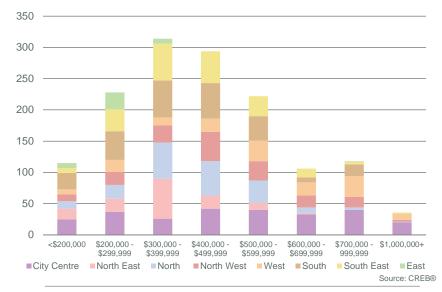
TOTAL INVENTORY BY PRICE RANGE - NOVEMBER



SALES BY PROPERTY TYPE - NOVEMBER



TOTAL SALES BY PRICE RANGE - NOVEMBER



SHARE OF CITY WIDE SALES - NOVEMBER





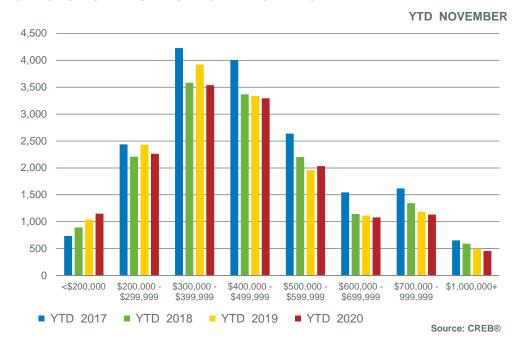




| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sept. | Oct. | Nov. | Dec. |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 2019 | | | | | | | | | | | | |
| Sales | 802 | 972 | 1,327 | 1,542 | 1,913 | 1,773 | 1,641 | 1,573 | 1,363 | 1,438 | 1,146 | 856 |
| New Listings | 2,569 | 2,207 | 2,976 | 3,123 | 3,413 | 3,129 | 2,718 | 2,783 | 2,713 | 2,371 | 1,849 | 1,061 |
| Inventory | 5,590 | 6,011 | 6,753 | 7,267 | 7,670 | 7,744 | 7,373 | 7,201 | 7,090 | 6,663 | 5,984 | 4,613 |
| Days on Market | 72 | 63 | 61 | 54 | 56 | 55 | 58 | 59 | 59 | 56 | 64 | 66 |
| Benchmark Price | 419,000 | 418,300 | 419,400 | 421,400 | 422,700 | 424,000 | 424,000 | 424,300 | 422,700 | 420,500 | 416,800 | 415,900 |
| Median Price | 390,750 | 398,875 | 412,500 | 410,000 | 420,000 | 420,000 | 416,000 | 407,500 | 405,000 | 397,750 | 400,000 | 400,500 |
| Average Price | 450,752 | 460,322 | 460,368 | 460,877 | 473,034 | 463,527 | 452,806 | 454,680 | 461,595 | 454,506 | 441,806 | 449,765 |
| Index | 190 | 189 | 190 | 191 | 191 | 192 | 192 | 192 | 191 | 190 | 189 | 188 |
| 2020 | | | | | | | | | | | | |
| Sales | 859 | 1,190 | 1,174 | 572 | 1,079 | 1,763 | 1,836 | 1,574 | 1,705 | 1,764 | 1,437 | |
| New Listings | 2,357 | 2,517 | 2,418 | 1,428 | 2,423 | 3,347 | 3,022 | 2,581 | 2,737 | 2,464 | 1,724 | |
| Inventory | 5,168 | 5,678 | 5,868 | 5,653 | 5,980 | 6,453 | 6,643 | 6,519 | 6,270 | 5,841 | 5,028 | |
| Days on Market | 67 | 56 | 52 | 55 | 60 | 55 | 53 | 52 | 54 | 53 | 55 | |
| Benchmark Price | 416,100 | 415,400 | 414,800 | 413,200 | 412,300 | 412,100 | 418,700 | 420,700 | 422,300 | 423,200 | 423,600 | |
| Median Price | 400,000 | 412,250 | 410,000 | 393,250 | 401,000 | 410,000 | 420,000 | 415,400 | 419,000 | 420,000 | 414,000 | |
| Average Price | 451,755 | 446,690 | 448,130 | 422,598 | 439,336 | 460,099 | 466,168 | 470,270 | 467,804 | 474,904 | 455,584 | |
| Index | 188 | 188 | 188 | 187 | 187 | 187 | 190 | 190 | 191 | 192 | 192 | |

Nov-19 Nov-20 YTD 2019 YTD 2020 **CALGARY TOTAL SALES** <\$100,000 \$100,000 - \$149,999 \$150,000 - \$199,999 \$200.000 -\$ 249.999 1.046 \$250,000 - \$299,999 1.387 1.324 \$300,000 - \$349,999 1,819 1,558 \$350.000 - \$399.999 2.101 1.980 \$400,000 - \$449,999 1,887 1,787 \$450,000 - \$499,999 1,452 1,508 \$500,000 - \$549,999 1,135 1,179 \$550,000 - \$599,999 \$600,000 - \$649,999 \$650,000 - \$699,999 \$700,000 - \$749,999 \$750,000 - \$799,999 \$800,000 - \$849,999 \$850,000 - \$899,999 \$900,000 - \$949,999 \$950,000 - \$999,999 \$1,000,000 - \$1,299,999 \$1,300,000 - \$1,499,999 \$1,500,000 - \$1,999,999 \$2,000,000 + 1,146 1,437 15,490 14,953

CITY OF CALGARY TOTAL SALES BY PRICE RANGE

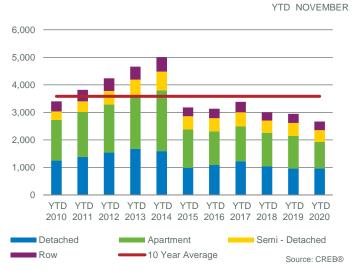








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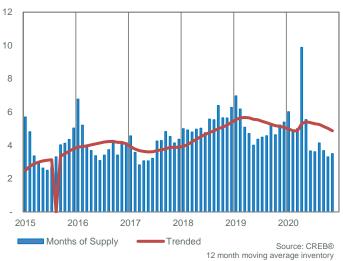
CITY OF CALGARY TOTAL NEW LISTINGS



CITY OF CALGARY TOTAL INVENTORY AND SALES



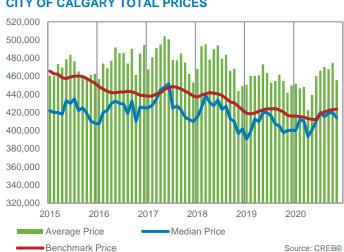
CITY OF CALGARY TOTAL MONTHS OF INVENTORY



CITY OF CALGARY TOTAL PRICE CHANGE



CITY OF CALGARY TOTAL PRICES









| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sept. | Oct. | Nov. | Dec. |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 2019 | | | | | | | | | | | | |
| Sales | 487 | 588 | 816 | 926 | 1,178 | 1,095 | 999 | 938 | 821 | 846 | 703 | 503 |
| New Listings | 1,358 | 1,181 | 1,699 | 1,786 | 2,010 | 1,786 | 1,604 | 1,586 | 1,514 | 1,322 | 948 | 555 |
| Inventory | 2,899 | 3,077 | 3,491 | 3,814 | 4,046 | 4,082 | 3,918 | 3,824 | 3,732 | 3,499 | 3,002 | 2,259 |
| Days on Market | 67 | 62 | 57 | 48 | 50 | 49 | 50 | 54 | 55 | 52 | 59 | 65 |
| Benchmark Price | 479,900 | 478,900 | 480,100 | 482,800 | 485,800 | 486,800 | 486,500 | 486,500 | 485,800 | 482,400 | 478,200 | 477,200 |
| Median Price | 444,900 | 459,950 | 460,000 | 474,625 | 480,000 | 470,000 | 470,000 | 470,000 | 457,500 | 459,450 | 462,135 | 460,000 |
| Average Price | 521,221 | 541,232 | 528,494 | 545,055 | 557,201 | 536,388 | 525,073 | 536,512 | 542,523 | 530,764 | 520,553 | 527,707 |
| Index | 195 | 195 | 195 | 196 | 197 | 198 | 198 | 198 | 197 | 196 | 194 | 194 |
| 2020 | | | | | | | | | | | | |
| Sales | 515 | 678 | 689 | 339 | 671 | 1,103 | 1,170 | 991 | 1,055 | 1,139 | 883 | |
| New Listings | 1,210 | 1,339 | 1,343 | 783 | 1,364 | 1,900 | 1,664 | 1,480 | 1,479 | 1,327 | 893 | |
| Inventory | 2,487 | 2,750 | 2,892 | 2,825 | 3,023 | 3,279 | 3,295 | 3,242 | 3,076 | 2,737 | 2,244 | |
| Days on Market | 61 | 53 | 47 | 49 | 54 | 50 | 49 | 46 | 50 | 47 | 50 | |
| Benchmark Price | 478,900 | 478,400 | 478,400 | 476,700 | 476,200 | 476,200 | 487,300 | 488,000 | 489,700 | 490,500 | 492,000 | |
| Median Price | 461,500 | 466,000 | 470,000 | 450,000 | 460,000 | 472,500 | 480,000 | 474,500 | 478,000 | 478,800 | 477,000 | |
| Average Price | 539,612 | 526,084 | 536,656 | 499,883 | 515,831 | 539,747 | 544,677 | 551,655 | 547,754 | 554,985 | 537,746 | |
| Index | 195 | 194 | 194 | 194 | 193 | 193 | 198 | 198 | 199 | 199 | 200 | |

CALGARY TOTAL SALES <\$100,000 \$100,000 - \$149,999 \$150,000 - \$199,999 \$200.000 -\$ 249.999 \$250,000 - \$299,999 \$300,000 - \$349,999 \$350.000 - \$399.999 1.489 1.419 \$400,000 - \$449,999 1,577 1,520 \$450,000 - \$499,999 1,290 1,343 \$500,000 - \$549,999 1,000 1,049 \$550,000 - \$599,999 \$600,000 - \$649,999 \$650,000 - \$699,999 \$700,000 - \$749,999 \$750,000 - \$799,999 \$800,000 - \$849,999 \$850,000 - \$899,999 \$900,000 - \$949,999 \$950,000 - \$999,999 \$1,000,000 - \$1,299,999

9,397

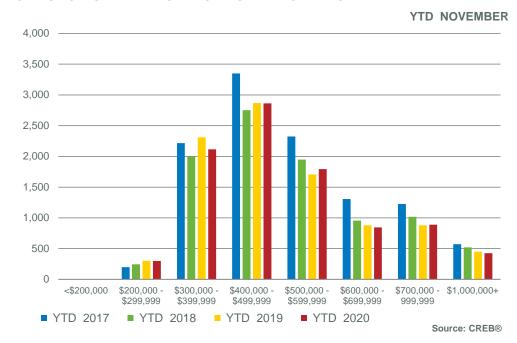
9,233

Nov-19

Nov-20

YTD 2019 YTD 2020

CITY OF CALGARY DETACHED SALES BY PRICE RANGE



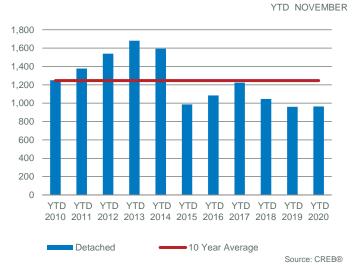
\$1,300,000 - \$1,499,999

\$1,500,000 - \$1,999,999

\$2,000,000 +



CITY OF CALGARY DETACHED SALES



CITY OF CALGARY DETACHED NEW LISTINGS



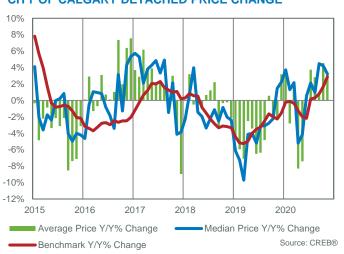
CITY OF CALGARY DETACHED INVENTORY AND SALES



CITY OF CALGARY DETACHED MONTHS OF INVENTORY



CITY OF CALGARY DETACHED PRICE CHANGE



CITY OF CALGARY DETACHED PRICES

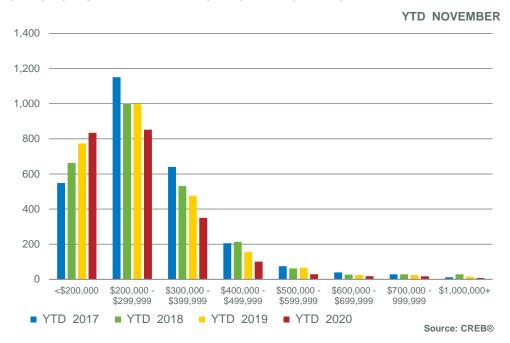




| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sept. | Oct. | Nov. | Dec. |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 2019 | | | | | | | | | | | | |
| Sales | 124 | 150 | 189 | 249 | 313 | 261 | 289 | 280 | 244 | 248 | 188 | 134 |
| New Listings | 512 | 449 | 577 | 563 | 624 | 668 | 493 | 564 | 502 | 445 | 444 | 241 |
| Inventory | 1,190 | 1,310 | 1,510 | 1,585 | 1,681 | 1,821 | 1,706 | 1,683 | 1,620 | 1,492 | 1,431 | 1,152 |
| Days on Market | 81 | 71 | 74 | 68 | 70 | 71 | 76 | 69 | 70 | 73 | 75 | 71 |
| Benchmark Price | 251,300 | 250,900 | 249,900 | 250,000 | 248,400 | 250,500 | 250,200 | 250,900 | 249,300 | 251,800 | 248,100 | 248,700 |
| Median Price | 223,950 | 250,000 | 249,000 | 230,000 | 242,000 | 234,900 | 250,000 | 236,000 | 246,750 | 248,500 | 228,000 | 248,500 |
| Average Price | 269,283 | 285,468 | 294,108 | 263,170 | 268,731 | 258,064 | 283,978 | 269,848 | 283,636 | 297,767 | 253,251 | 284,776 |
| Index | 174 | 173 | 173 | 173 | 172 | 173 | 173 | 173 | 172 | 174 | 171 | 172 |
| 2020 | | | | | | | | | | | | |
| Sales | 147 | 209 | 218 | 95 | 135 | 232 | 263 | 223 | 242 | 234 | 211 | |
| New Listings | 568 | 559 | 476 | 258 | 450 | 672 | 641 | 495 | 582 | 562 | 409 | |
| Inventory | 1,341 | 1,473 | 1,444 | 1,366 | 1,419 | 1,566 | 1,706 | 1,673 | 1,645 | 1,630 | 1,510 | |
| Days on Market | 77 | 62 | 58 | 64 | 67 | 73 | 70 | 62 | 67 | 66 | 66 | |
| Benchmark Price | 246,100 | 244,500 | 242,500 | 243,200 | 242,600 | 240,900 | 243,400 | 247,100 | 248,400 | 248,600 | 245,400 | |
| Median Price | 210,000 | 242,500 | 230,000 | 228,000 | 213,000 | 219,250 | 238,600 | 228,000 | 229,000 | 223,605 | 215,000 | |
| Average Price | 234,969 | 272,642 | 258,286 | 245,013 | 237,921 | 264,352 | 261,609 | 251,339 | 259,151 | 241,641 | 235,030 | |
| Index | 170 | 169 | 168 | 168 | 168 | 166 | 168 | 171 | 172 | 172 | 170 | |

Nov-19 Nov-20 YTD 2019 YTD 2020 **CALGARY TOTAL SALES** <\$100,000 \$100,000 - \$149,999 \$150,000 - \$199,999 \$200,000 -\$ 249,999 \$250,000 - \$299,999 \$300,000 - \$349,999 \$350.000 - \$399.999 \$400,000 - \$449,999 \$450,000 - \$499,999 \$500,000 - \$549,999 \$550,000 - \$599,999 \$600,000 - \$649,999 \$650,000 - \$699,999 \$700,000 - \$749,999 \$750,000 - \$799,999 \$800,000 - \$849,999 \$850,000 - \$899,999 \$900,000 - \$949,999 \$950,000 - \$999,999 \$1,000,000 - \$1,299,999 \$1,300,000 - \$1,499,999 \$1,500,000 - \$1,999,999 \$2,000,000 + 2,535 2,209

CITY OF CALGARY APARTMENT SALES BY PRICE RANGE





tpartment

CITY OF CALGARY APARTMENT SALES



CITY OF CALGARY APARTMENT NEW LISTINGS



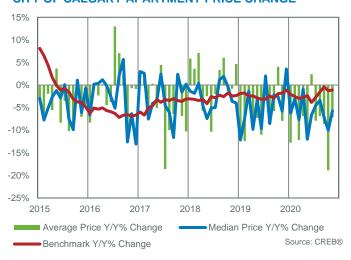
CITY OF CALGARY APARTMENT INVENTORY AND SALES



CITY OF CALGARY APARTMENT MONTHS OF INVENTORY



CITY OF CALGARY APARTMENT PRICE CHANGE



CITY OF CALGARY APARTMENT PRICES







Semi-Detached

| Nov. | 2020 |
|------|------|
| | |

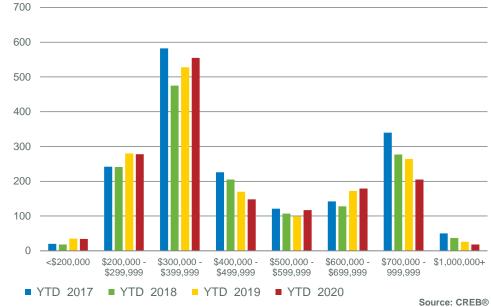
| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sept. | Oct. | Nov. | Dec. |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 2019 | | | | | | | | | | | | |
| Sales | 84 | 103 | 148 | 167 | 201 | 192 | 148 | 161 | 125 | 144 | 101 | 92 |
| New Listings | 308 | 253 | 313 | 314 | 339 | 287 | 275 | 273 | 305 | 238 | 203 | 116 |
| Inventory | 656 | 702 | 769 | 787 | 809 | 760 | 744 | 711 | 741 | 710 | 661 | 517 |
| Days on Market | 67 | 59 | 66 | 59 | 61 | 65 | 63 | 69 | 64 | 60 | 66 | 66 |
| Benchmark Price | 392,900 | 391,500 | 391,900 | 396,300 | 398,500 | 400,400 | 399,400 | 398,500 | 396,300 | 394,100 | 390,000 | 387,600 |
| Median Price | 395,250 | 385,000 | 389,000 | 385,000 | 385,000 | 416,500 | 408,750 | 380,000 | 379,000 | 374,850 | 342,000 | 418,500 |
| Average Price | 498,689 | 465,963 | 478,728 | 473,561 | 476,379 | 503,240 | 472,845 | 464,369 | 471,812 | 456,360 | 419,890 | 478,844 |
| Index | 199 | 198 | 199 | 201 | 202 | 203 | 202 | 202 | 201 | 200 | 198 | 196 |
| 2020 | | | | | | | | | | | | |
| Sales | 84 | 139 | 115 | 61 | 127 | 185 | 203 | 142 | 152 | 174 | 152 | |
| New Listings | 240 | 254 | 248 | 168 | 249 | 300 | 288 | 240 | 279 | 238 | 163 | |
| Inventory | 576 | 604 | 632 | 609 | 626 | 642 | 622 | 595 | 596 | 563 | 452 | |
| Days on Market | 71 | 63 | 64 | 59 | 71 | 60 | 60 | 65 | 54 | 56 | 61 | |
| Benchmark Price | 386,400 | 384,800 | 389,000 | 386,800 | 386,000 | 383,600 | 390,000 | 391,000 | 391,500 | 392,700 | 395,100 | |
| Median Price | 406,750 | 360,965 | 408,000 | 354,900 | 349,900 | 365,000 | 365,086 | 416,750 | 405,000 | 373,938 | 387,950 | |
| Average Price | 480,847 | 464,719 | 466,904 | 428,674 | 426,824 | 433,494 | 439,250 | 495,667 | 478,870 | 459,896 | 464,048 | |
| Index | 196 | 195 | 197 | 196 | 196 | 194 | 198 | 198 | 198 | 199 | 200 | |

Nov-19 Nov-20 YTD 2019 YTD 2020

| | 1404-19 | 1404-20 | 110 2019 | 110 2020 |
|---------------------------|---------|---------|----------|----------|
| CALGARY TOTAL SALES | | | | |
| <\$100,000 | - | 1 | 1 | 2 |
| \$100,000 - \$149,999 | - | 2 | 7 | 8 |
| \$150,000 - \$199,999 | 1 | 2 | 27 | 24 |
| \$200,000 -\$ 249,999 | 10 | 5 | 88 | 89 |
| \$250,000 - \$299,999 | 18 | 22 | 192 | 189 |
| \$300,000 - \$349,999 | 28 | 27 | 288 | 290 |
| \$350,000 - \$399,999 | 13 | 21 | 240 | 265 |
| \$400,000 - \$449,999 | 3 | 7 | 121 | 97 |
| \$450,000 - \$499,999 | 2 | 8 | 49 | 51 |
| \$500,000 - \$549,999 | 1 | 8 | 46 | 41 |
| \$550,000 - \$599,999 | 3 | 8 | 53 | 76 |
| \$600,000 - \$649,999 | - | 10 | 64 | 81 |
| \$650,000 - \$699,999 | 5 | 5 | 108 | 98 |
| \$700,000 - \$749,999 | 9 | 10 | 87 | 68 |
| \$750,000 - \$799,999 | 3 | 7 | 69 | 51 |
| \$800,000 - \$849,999 | 2 | 2 | 40 | 29 |
| \$850,000 - \$899,999 | 2 | 3 | 30 | 25 |
| \$900,000 - \$949,999 | 1 | 2 | 19 | 16 |
| \$950,000 - \$999,999 | - | 1 | 19 | 16 |
| \$1,000,000 - \$1,299,999 | - | - | 23 | 16 |
| \$1,300,000 - \$1,499,999 | - | - | 2 | 1 |
| \$1,500,000 - \$1,999,999 | - | 1 | 1 | 1 |
| \$2,000,000 + | - | - | - | - |
| | 101 | 152 | 1,574 | 1,534 |

CITY OF CALGARY SEMI-DETACHED SALES BY PRICE RANGE















CITY OF CALGARY SEMI-DET. NEW LISTINGS



CITY OF CALGARY SEMI-DET. INVENTORY AND SALES



CITY OF CALGARY SEMI-DET. MONTHS OF INVENTORY



CITY OF CALGARY SEMI-DET. PRICE CHANGE



CITY OF CALGARY SEMI-DET. PRICES



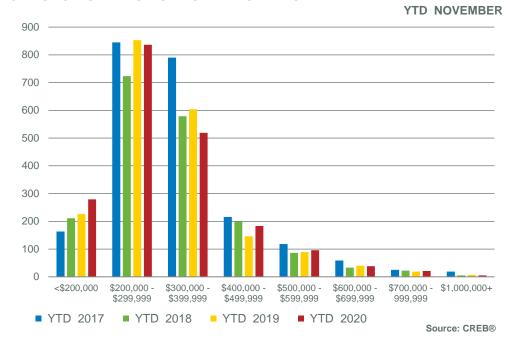




| | Jan. | Feb. | Mar. | Apr. | May | Jun. | Jul. | Aug. | Sept. | Oct. | Nov. | Dec. |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| 2019 | | | | | | | | | | | | |
| Sales | 107 | 131 | 174 | 200 | 221 | 225 | 205 | 194 | 173 | 200 | 154 | 127 |
| New Listings | 391 | 324 | 387 | 460 | 440 | 388 | 346 | 360 | 392 | 366 | 254 | 149 |
| Inventory | 845 | 922 | 983 | 1,081 | 1,134 | 1,081 | 1,005 | 983 | 997 | 962 | 890 | 685 |
| Days on Market | 85 | 64 | 65 | 61 | 61 | 60 | 69 | 60 | 62 | 51 | 69 | 64 |
| Benchmark Price | 281,800 | 281,500 | 283,400 | 284,400 | 284,700 | 284,700 | 286,300 | 287,100 | 284,100 | 281,800 | 280,900 | 279,900 |
| Median Price | 284,000 | 281,000 | 295,075 | 284,950 | 284,900 | 293,500 | 287,500 | 293,875 | 290,000 | 288,950 | 297,750 | 277,000 |
| Average Price | 302,691 | 292,931 | 305,854 | 306,693 | 310,701 | 313,383 | 324,179 | 317,744 | 321,152 | 324,959 | 326,890 | 294,086 |
| Index | 175 | 175 | 176 | 177 | 177 | 177 | 178 | 178 | 177 | 175 | 175 | 174 |
| 2020 | | | | | | | | | | | | |
| Sales | 113 | 164 | 152 | 77 | 146 | 243 | 200 | 218 | 256 | 217 | 191 | |
| New Listings | 339 | 365 | 351 | 219 | 360 | 475 | 429 | 366 | 397 | 337 | 259 | |
| Inventory | 764 | 851 | 900 | 853 | 912 | 966 | 1,020 | 1,009 | 953 | 911 | 822 | |
| Days on Market | 79 | 58 | 57 | 67 | 71 | 58 | 49 | 59 | 60 | 64 | 60 | |
| Benchmark Price | 279,400 | 281,200 | 281,000 | 277,600 | 273,800 | 275,700 | 272,000 | 279,100 | 280,200 | 280,900 | 282,200 | |
| Median Price | 289,500 | 291,000 | 294,000 | 284,000 | 273,000 | 282,000 | 289,300 | 288,500 | 290,000 | 284,000 | 287,500 | |
| Average Price | 311,734 | 324,991 | 304,924 | 296,630 | 284,899 | 305,710 | 303,214 | 307,714 | 328,992 | 318,144 | 312,655 | |
| Index | 174 | 175 | 175 | 173 | 170 | 171 | 169 | 173 | 174 | 175 | 175 | |

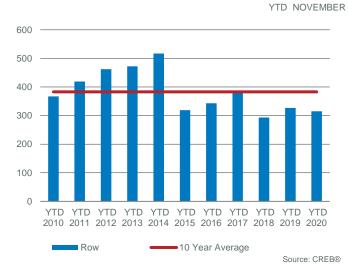
Nov-19 Nov-20 YTD 2019 YTD 2020 **CALGARY TOTAL SALES** <\$100,000 \$100,000 - \$149,999 \$150,000 - \$199,999 \$200,000 -\$ 249,999 \$250,000 - \$299,999 \$300,000 - \$349,999 \$350.000 - \$399.999 \$400,000 - \$449,999 \$450,000 - \$499,999 \$500,000 - \$549,999 \$550,000 - \$599,999 \$600,000 - \$649,999 \$650,000 - \$699,999 \$700,000 - \$749,999 \$750,000 - \$799,999 \$800,000 - \$849,999 \$850,000 - \$899,999 \$900,000 - \$949,999 \$950,000 - \$999,999 \$1,000,000 - \$1,299,999 \$1,300,000 - \$1,499,999 \$1,500,000 - \$1,999,999 \$2,000,000 + 1,984 1,977

CITY OF CALGARY ROW SALES BY PRICE RANGE





CITY OF CALGARY ROW SALES



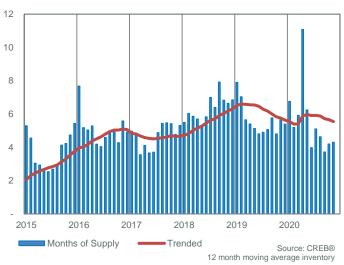
CITY OF CALGARY ROW NEW LISTINGS



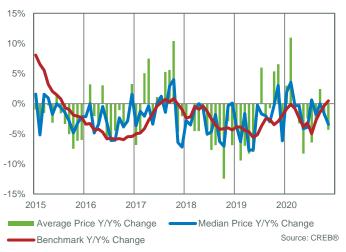
CITY OF CALGARY ROW INVENTORY AND SALES



CITY OF CALGARY ROW MONTHS OF INVENTORY



CITY OF CALGARY ROW PRICE CHANGE

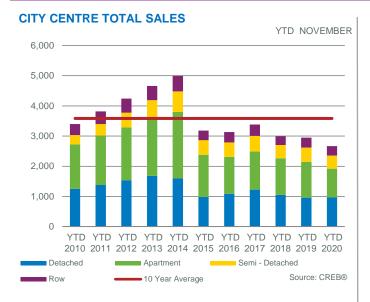


CITY OF CALGARY ROW PRICES





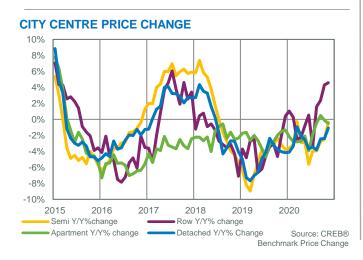
CITY CENTRE



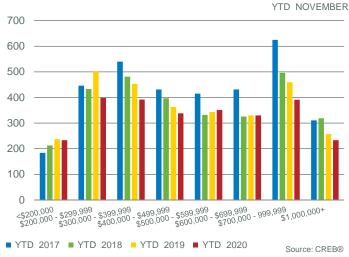
CITY CENTRE INVENTORY AND SALES



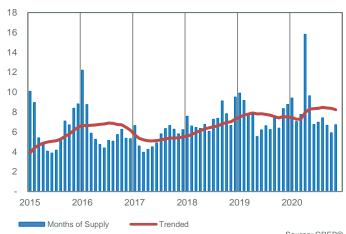
Source: CREB®



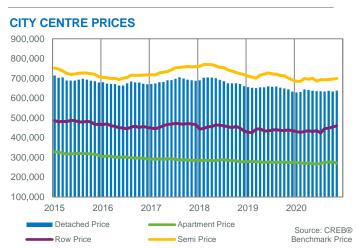
CITY CENTRE TOTAL SALES BY PRICE RANGE



CITY CENTRE MONTHS OF INVENTORY

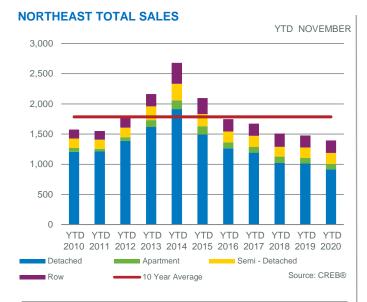


Source: CREB® 12-month moving average





NORTHEAST

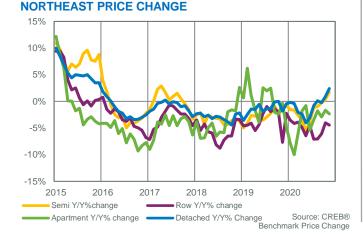




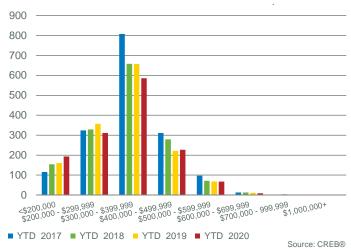


Source: CREB®

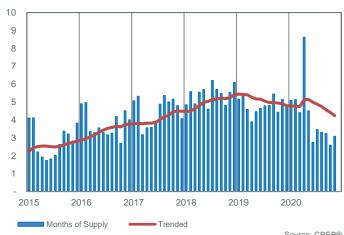
Source: CREB®



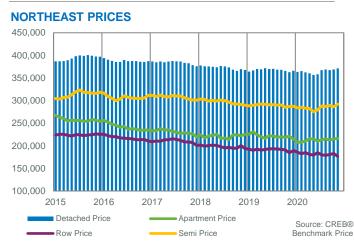
NORTHEAST TOTAL SALES BY PRICE RANGE



NORTHEAST MONTHS OF INVENTORY



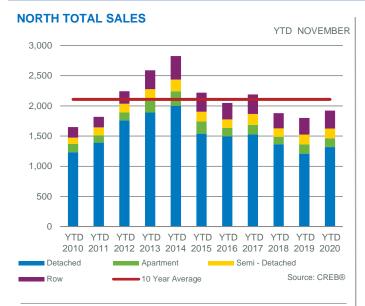
Source: CREB® 12-month moving average



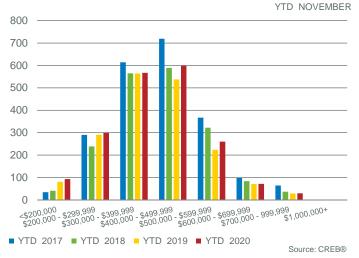
Apartment Y/Y% change



NORTH



NORTH TOTAL SALES BY PRICE RANGE







NORTH MONTHS OF INVENTORY



NORTH PRICE CHANGE

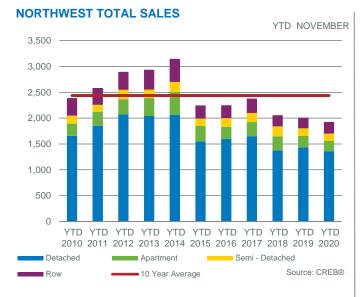


NORTH PRICES





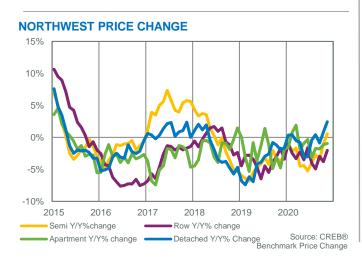
NORTHWEST



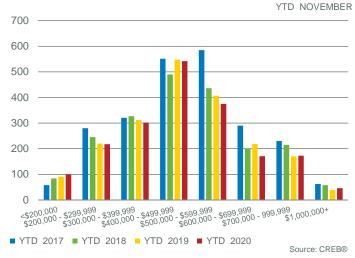
NORTHWEST INVENTORY AND SALES



Source: CREB®



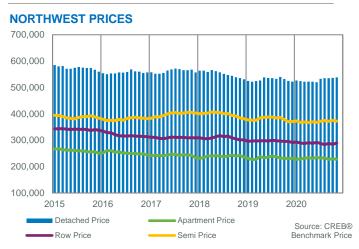
NORTHWEST TOTAL SALES BY PRICE RANGE



NORTHWEST MONTHS OF INVENTORY

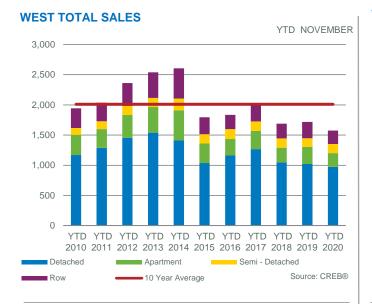


12-month moving average

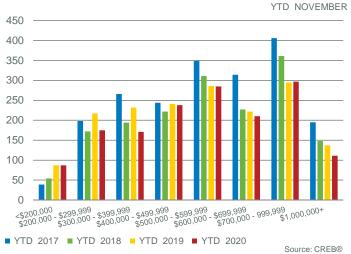




WEST



WEST TOTAL SALES BY PRICE RANGE

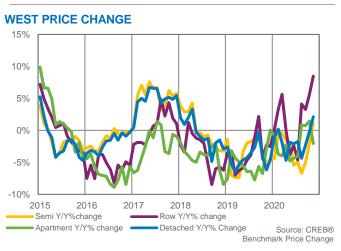


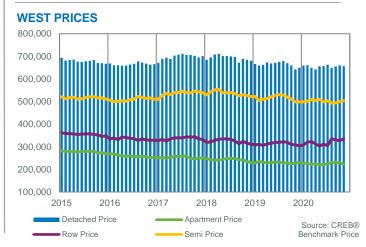
WEST INVENTORY AND SALES



WEST MONTHS OF INVENTORY

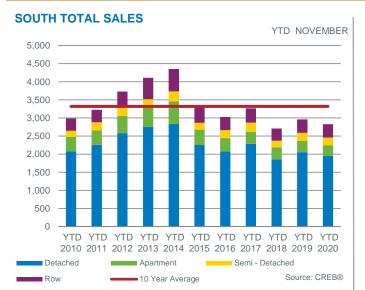




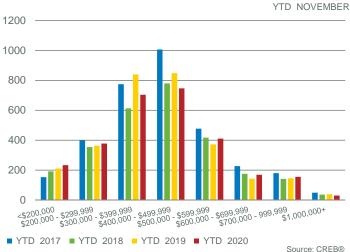




SOUTH



SOUTH TOTAL SALES BY PRICE RANGE



SOUTH INVENTORY AND SALES



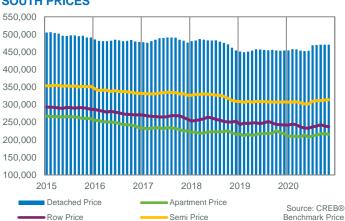
SOUTH MONTHS OF INVENTORY



SOUTH PRICE CHANGE

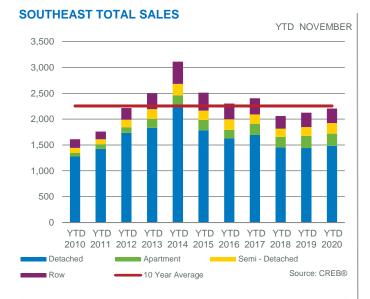


SOUTH PRICES





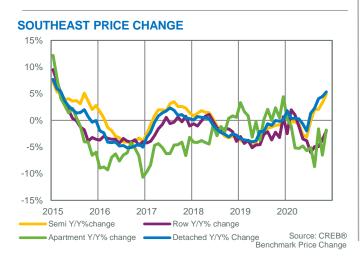
SOUTHEAST



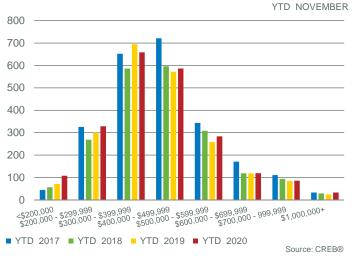
SOUTHEAST INVENTORY AND SALES



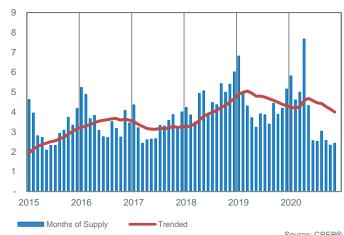
Source: CREB®



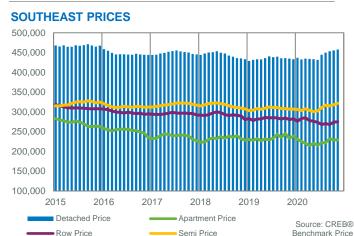
SOUTHEAST TOTAL SALES BY PRICE RANGE



SOUTHEAST MONTHS OF INVENTORY

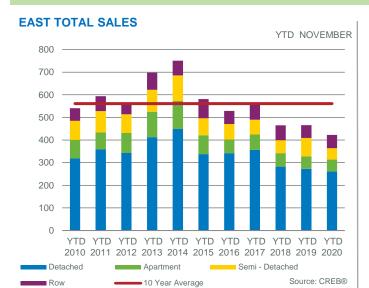


Source: CREB® 12-month moving average

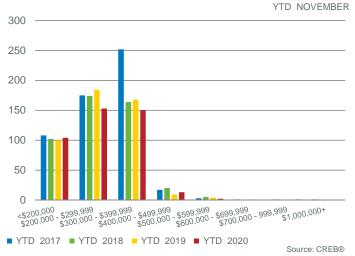




EAST



EAST TOTAL SALES BY PRICE RANGE



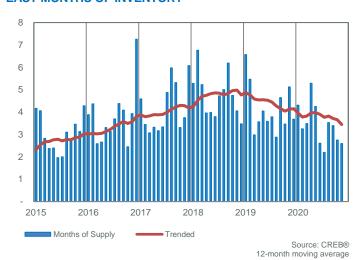
EAST INVENTORY AND SALES



EAST MONTHS OF INVENTORY

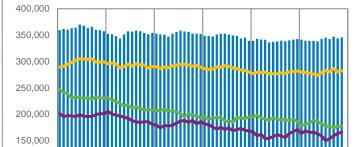
EAST PRICES

100,000



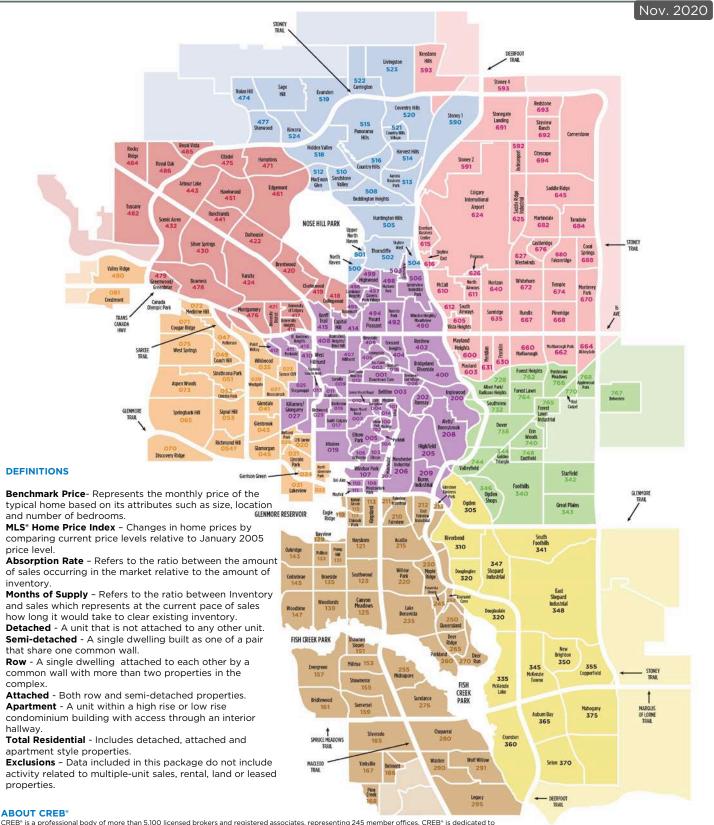
554166.516





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