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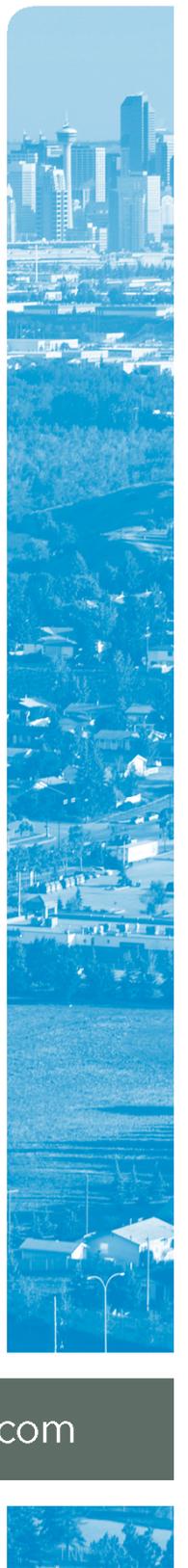
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MONTHLY STATISTICS PACKAGE

# City of Calgary

October 2016

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## Home sales rebound in October

**City of Calgary, November 1, 2016** – For the first time in two years, sales activity in October resembled normal levels. City-wide sales totaled 1,644 units, which is an increase of nearly 16 per cent over last year.

“The shift in sales activity this month is likely related to the new mortgage rule changes, inventory gains in the lower price ranges and further price adjustments,” said CREB® chief economist Ann-Marie Lurie. “The combination of all these factors may have encouraged some purchases to take advantage of the market conditions, particularly in the lower price ranges. However, with several factors at play, the monthly shift in demand may be temporary and will need to be monitored over the next several months.”

Sales activity rose across all product types in comparison to last year, but the largest gain in sales occurred in the detached sector at 18 per cent. There was a noticeable shift in sales activity by price range in October. In the detached market, homes priced between \$300,000 and \$400,000 saw the largest improvement in sales, while attached and apartment sales growth was mainly occurring in the lower price ranges.

“This year has been a challenge for many sellers,” said CREB® president Cliff Stevenson. “So when we have a rise in sales, it means more buyers got into the market and more sellers got out, which is a positive for consumers on both sides of the transaction.”

“Sales activity changed direction in October, but we need to see some consistency next month and the month after to call it a trend,” adds Stevenson. “For now it’s a nice building block.”

Despite the monthly rise, year-to-date sales activity in all sectors remained lower than last year’s levels and well below longer term trends. In fact, year-to-date sales activity has totaled 15,642 units, which is 6.3 per cent below last year’s levels.

While increased activity in the lower price ranges had a greater impact on the average and median price, benchmark prices once again edged down in October. The city-wide unadjusted benchmark price totaled \$438,900, or 0.34 per cent below last month and four per cent below last year’s levels.

Since the start of the downturn, home prices have declined from a low of 3.8 per cent in the detached market to a high of 9.4 per cent in the apartment condominium sector. And, despite the rise in October sales, monthly prices continued to decline for most product types in the market.

### HOUSING MARKET FACTS

- Total residential sales improved in each district of the city this month. However, it was not enough to reverse the year-to-date declines in most districts.
- Despite recent adjustments in sales activity, the average year-to-date benchmark price remains lower this year across all product types and districts in comparison to levels recorded last year.
- Unlike other sectors, semi-detached sales activity remains at levels comparable to last year and is consistent with longer term averages. This is mostly due to gains in the North West, West, South and South East areas of the city.
- While row sales continue to decline city-wide, some improvements were recorded in the City Centre, mostly likely because elevated inventories and price declines are encouraging greater buyer interest.
- Detached sales activity improved across all districts in October except the City Centre, as most of the sales increases occurred in the lower price ranges. However, year-to-date sales activity has recorded significant improvement in the City Centre, as well as the North West and West areas of the city. Price adjustments continue to encourage sales activity in these districts.
- October’s detached benchmark prices declined by 0.24 per cent from the previous month and are 3.2 per cent lower than last year for a total of \$502,200.
- Attached prices recorded the largest unadjusted monthly decline at 0.6 per cent, resulting in a year-over-year decline of five per cent. This was mostly due to the steeper price adjustments that occurred with row type properties.

*\*See district map on last page.*

### MONTHS OF SUPPLY



Source: CREB®

Oct. 2016

	Oct-15	Oct-16	Y/Y % Change	2015 YTD	2016 YTD	Y/Y % Change
<b>DETACHED</b>						
Total Sales	872	1,031	18.23%	10,188	9,862	-3.20%
Total Sales Volume	\$452,891,538	\$547,137,247	20.81%	\$5,483,828,272	\$5,386,358,904	-1.78%
New Listings	1,441	1,325	-8.05%	17,339	16,336	-5.78%
Inventory	2,921	2,565	-12.19%	2,887	2,857	-1.07%
Months of Supply	3.35	2.49	-25.73%	2.83	2.90	2.20%
Sales to New Listings Ratio	60.51%	77.81%	17.30%	58.76%	60.37%	1.61%
Sales to List Price Ratio	96.94%	96.95%	0.01%	97.46%	97.05%	-0.41%
Days on Market	38	42	9.95%	37	42	13.51%
Benchmark Price	\$518,800	\$502,200	-3.20%	\$519,820	\$503,030	-3.23%
Median Price	\$470,250	\$464,500	-1.22%	\$480,000	\$478,000	-0.42%
Average Price	\$519,371	\$530,686	2.18%	\$538,263	\$546,173	1.47%
Index	213	206	-3.20%	213	206	-3.23%
<b>APARTMENT</b>						
Total Sales	237	251	5.91%	2,881	2,387	-17.15%
Total Sales Volume	\$75,415,698	\$72,570,885	-3.77%	\$894,441,073	\$737,236,623	-17.58%
New Listings	587	509	-13.29%	6,181	6,252	1.15%
Inventory	1,366	1,542	12.88%	1,298	1,525	17.45%
Months of Supply	5.76	6.14	6.59%	4.51	6.39	41.76%
Sales to New Listings Ratio	40.37%	49.31%	8.94%	46.61%	38.18%	-8.43%
Sales to List Price Ratio	96.76%	96.33%	-0.43%	96.99%	96.41%	-0.58%
Days on Market	50	54	8.41%	47	56	19.15%
Benchmark Price	\$292,300	\$273,800	-6.33%	\$295,940	\$278,610	-5.86%
Median Price	\$286,000	\$250,000	-12.59%	\$273,000	\$270,000	-1.10%
Average Price	\$318,210	\$289,127	-9.14%	\$310,462	\$308,855	-0.52%
Index	200	187	-6.30%	202	191	-5.85%
<b>ATTACHED</b>						
Total Sales	313	362	15.65%	3,629	3,393	-6.50%
Total Sales Volume	\$122,387,672	\$140,278,902	14.62%	\$1,475,550,622	\$1,359,355,901	-7.87%
New Listings	663	530	-20.06%	6,683	6,712	0.43%
Inventory	1,334	1,320	-1.05%	1,191	1,413	18.62%
Months of Supply	4.26	3.65	-14.44%	3.28	4.16	26.87%
Sales to New Listings Ratio	47.21%	68.30%	21.09%	54.30%	50.55%	-3.75%
Sales to List Price Ratio	97.45%	97.16%	-0.28%	97.64%	97.11%	-0.53%
Days on Market	41	49	20.64%	42	49	16.67%
Benchmark Price	\$347,000	\$329,600	-5.01%	\$347,690	\$333,650	-4.04%
Median Price	\$335,708	\$330,000	-1.70%	\$348,000	\$342,000	-1.72%
Average Price	\$391,015	\$387,511	-0.90%	\$406,600	\$400,635	-1.47%
Index	206	196	-5.00%	206	198	-4.03%
<b>CITY OF CALGARY</b>						
Total Sales	1,422	1,644	15.61%	16,698	15,642	-6.32%
Total Sales Volume	\$650,694,908	\$759,987,034	16.80%	\$7,853,819,967	\$7,482,951,428	-4.72%
New Listings	2,691	2,364	-12.15%	30,203	29,300	-2.99%
Inventory	5,621	5,427	-3.45%	5,377	5,794	7.77%
Months of Supply	3.95	3.30	-16.49%	3.22	3.70	15.04%
Sales to New Listings Ratio	52.84%	69.54%	16.70%	55.29%	53.39%	-1.90%
Sales to List Price Ratio	97.01%	96.93%	-0.08%	97.44%	97.00%	-0.44%
Days on Market	41	46	11.60%	40	45	12.50%
Benchmark Price	\$457,400	\$438,900	-4.04%	\$459,110	\$441,620	-3.81%
Median Price	\$419,000	\$410,500	-2.03%	\$425,000	\$425,000	0.00%
Average Price	\$457,591	\$462,279	1.02%	\$470,345	\$478,388	1.71%
Index	210	201	-4.05%	211	203	-3.82%

For a list of definitions, see page 26.

Oct. 2016

	Oct-15	Oct-16	Y/Y % Change	2015 YTD	2016 YTD	Y/Y % Change
<b>CITY OF CALGARY SEMI-DETACHED</b>						
Total Sales	128	164	28.13%	1,474	1,512	2.58%
Total Sales Volume	\$60,982,186	\$77,216,042	26.62%	\$743,324,899	\$736,012,434	-0.98%
Share of Sales with Condo Title	12.50%	12.80%	0.30%	14.57%	15.96%	1.39%
New Listings	293	228	-22.18%	2,835	2,728	-3.77%
Inventory	586	486	-17.06%	521	532	2.17%
Months of Supply	4.58	2.96	-35.27%	3.53	3.52	-0.40%
Sales to New Listings Ratio	43.69%	71.93%	28.24%	51.99%	55.43%	3.43%
Sales to List Price Ratio	97.30%	97.34%	0.04%	97.74%	97.13%	-0.61%
Days on Market	41	41	-0.06%	41	45	9.76%
Benchmark Price	\$396,200	\$386,500	-2.45%	\$396,380	\$386,030	-2.61%
Median Price	\$392,250	\$377,250	-3.82%	\$408,000	\$393,000	-3.68%
Average Price	\$476,423	\$470,830	-1.17%	\$504,291	\$486,781	-3.47%
Index	206	201	-2.43%	206	201	-2.61%
<b>CITY OF CALGARY ROW</b>						
Total Sales	184	198	7.61%	2,151	1,881	-12.55%
Total Sales Volume	\$61,105,486	\$63,062,860	3.20%	\$730,358,723	\$623,343,467	-14.65%
Share of Sales with Condo Title	96.74%	94.44%	-2.29%	96.54%	93.82%	-2.72%
New Listings	369	302	-18.16%	3,843	3,984	3.67%
Inventory	747	834	11.65%	670	881	31.51%
Months of Supply	4.06	4.21	3.75%	3.11	4.68	50.39%
Sales to New Listings Ratio	49.86%	65.56%	15.70%	55.97%	47.21%	-8.76%
Sales to List Price Ratio	97.60%	96.95%	-0.65%	97.53%	97.08%	-0.45%
Days on Market	41	57	37.28%	42	52	23.81%
Benchmark Price	\$328,700	\$308,100	-6.27%	\$329,690	\$314,180	-4.70%
Median Price	\$312,000	\$300,000	-3.85%	\$320,000	\$310,000	-3.13%
Average Price	\$332,095	\$318,499	-4.09%	\$339,544	\$331,389	-2.40%
Index	206	193	-6.27%	206	197	-4.71%
<b>CITY OF CALGARY ATTACHED</b>						
Total Sales	313	362	15.65%	3,629	3,393	-6.50%
Total Sales Volume	\$122,387,672	\$140,278,902	14.62%	\$1,475,550,622	\$1,359,355,901	-7.87%
Share of Sales with Condo Title	61.98%	57.46%	-7.30%	63.37%	59.24%	-6.53%
New Listings	663	530	-20.06%	6,683	6,712	0.43%
Inventory	1,334	1,320	-1.05%	1,191	1,413	18.62%
Months of Supply	4.26	3.65	-14.44%	3.28	4.16	26.87%
Sales to New Listings Ratio	47.21%	68.30%	21.09%	54.30%	50.55%	-3.75%
Sales to List Price Ratio	97.45%	97.16%	-0.28%	97.64%	97.11%	-0.53%
Days on Market	41	49	20.64%	42	49	16.67%
Benchmark Price	\$347,000	\$329,600	-5.01%	\$347,690	\$333,650	-4.04%
Median Price	\$335,708	\$330,000	-1.70%	\$348,000	\$342,000	-1.72%
Average Price	\$391,015	\$387,511	-0.90%	\$406,600	\$400,635	-1.47%
Index	206	196	-5.00%	206	198	-4.03%

For a list of definitions, see page 26.

October 2016	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Year-over-year benchmark price change	Month-over-month benchmark price change
<b>Detached</b>								
City Centre	79	158	50.00%	373	4.72	\$660,900	-1.67%	0.59%
North East	144	166	86.75%	320	2.22	\$386,600	-4.54%	-0.15%
North	139	174	79.89%	338	2.43	\$440,700	-2.18%	-1.41%
North West	143	166	86.14%	278	1.94	\$551,500	-2.20%	0.27%
West	117	177	66.10%	333	2.85	\$703,200	-1.73%	0.09%
South	200	250	80.00%	509	2.55	\$478,100	-3.08%	0.31%
South East	165	194	85.05%	346	2.10	\$442,700	-6.45%	-1.43%
East	44	38	115.79%	67	1.52	\$357,700	-1.24%	-0.61%
<b>TOTAL CITY</b>	<b>1,031</b>	<b>1,325</b>	<b>77.81%</b>	<b>2,565</b>	<b>2.49</b>	<b>\$502,200</b>	<b>-3.20%</b>	<b>-0.24%</b>
<b>Apartment</b>								
City Centre	107	248	43.15%	773	7.22	\$302,200	-6.32%	0.43%
North East	11	27	40.74%	73	6.64	\$254,100	-7.87%	-1.05%
North	9	26	34.62%	74	8.22	\$237,100	-8.60%	-0.25%
North West	29	36	80.56%	119	4.10	\$259,900	-4.66%	-0.42%
West	34	63	53.97%	159	4.68	\$251,300	-6.93%	-0.83%
South	39	63	61.90%	199	5.10	\$240,400	-6.20%	-0.70%
South East	10	35	28.57%	103	10.30	\$241,700	-1.59%	-2.11%
East	12	11	109.09%	40	3.33	\$223,600	-7.87%	-1.67%
<b>TOTAL CITY</b>	<b>251</b>	<b>509</b>	<b>49.31%</b>	<b>1,542</b>	<b>6.14</b>	<b>\$273,800</b>	<b>-6.33%</b>	<b>-0.29%</b>
<b>Semi-detached</b>								
City Centre	43	81	53.09%	193	4.49	\$703,600	-0.62%	0.64%
North East	21	24	87.50%	51	2.43	\$304,500	-3.94%	0.07%
North	18	22	81.82%	31	1.72	\$321,300	-2.93%	-1.17%
North West	15	15	100.00%	41	2.73	\$365,500	-1.08%	-0.49%
West	11	12	91.67%	38	3.45	\$456,000	-1.43%	-0.09%
South	27	33	81.82%	56	2.07	\$340,900	-4.38%	0.24%
South East	23	30	76.67%	45	1.96	\$301,300	-6.89%	-1.31%
East	6	11	54.55%	31	5.17	\$280,000	-2.68%	0.43%
<b>TOTAL CITY</b>	<b>164</b>	<b>228</b>	<b>71.93%</b>	<b>486</b>	<b>2.96</b>	<b>\$386,500</b>	<b>-2.45%</b>	<b>0.00%</b>
<b>Row</b>								
City Centre	28	64	43.75%	203	7.25	\$454,700	-7.15%	-1.64%
North East	24	27	88.89%	75	3.13	\$220,900	-5.52%	-0.67%
North	21	38	55.26%	97	4.62	\$274,700	-7.73%	-0.54%
North West	21	39	53.85%	90	4.29	\$315,800	-6.73%	-0.32%
West	24	36	66.67%	108	4.50	\$347,600	-6.78%	-1.53%
South	45	51	88.24%	128	2.84	\$273,900	-6.04%	-0.87%
South East	29	34	85.29%	109	3.76	\$310,300	-3.39%	-0.74%
East	6	12	50.00%	23	3.83	\$207,300	-7.66%	-1.89%
<b>TOTAL CITY</b>	<b>198</b>	<b>302</b>	<b>65.56%</b>	<b>834</b>	<b>4.21</b>	<b>\$308,100</b>	<b>-6.27%</b>	<b>-0.96%</b>

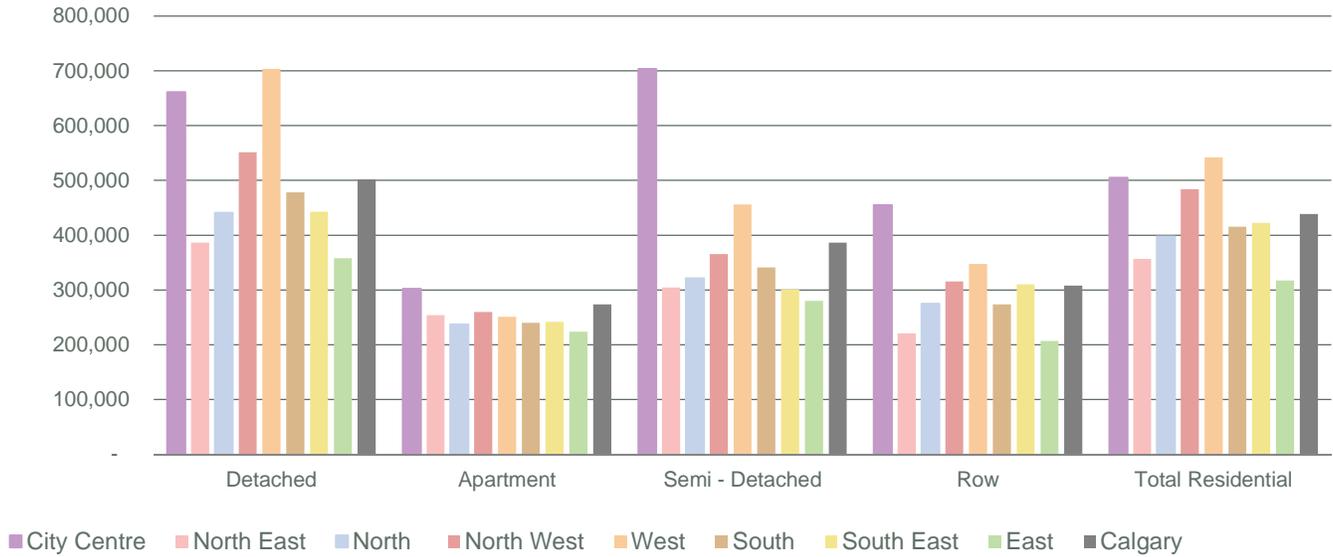
\*Total city figures can include activity from areas not yet represented by a community / district

## City of Calgary

- City Centre
- West
- North
- South East
- North East
- South
- North West
- East

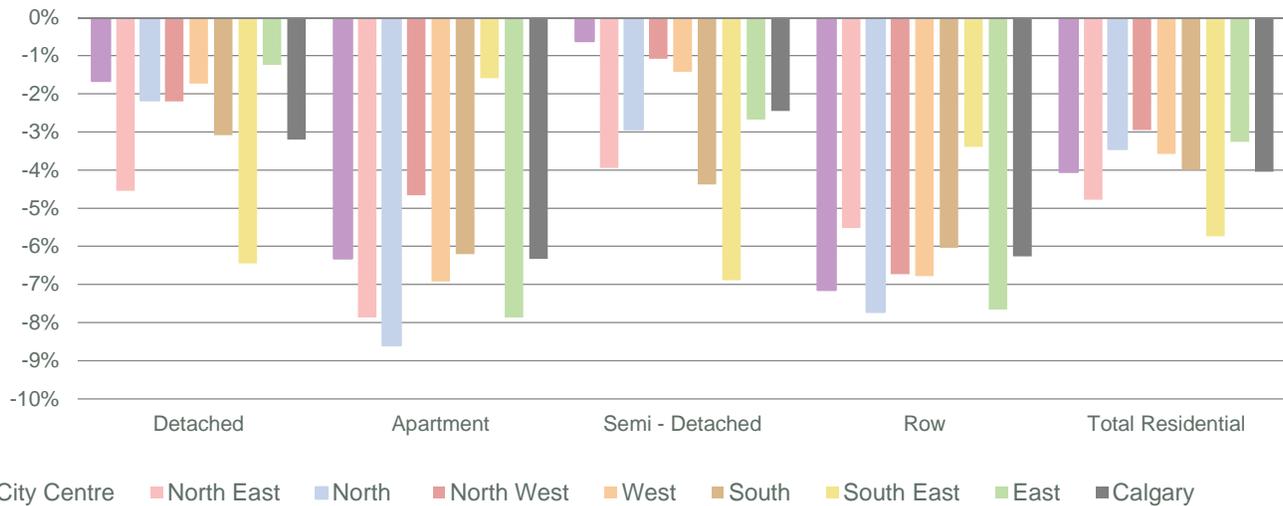


## BENCHMARK PRICE - OCTOBER



Source: CREB®

## YEAR OVER YEAR PRICE GROWTH COMPARISON - OCTOBER



Source: CREB®

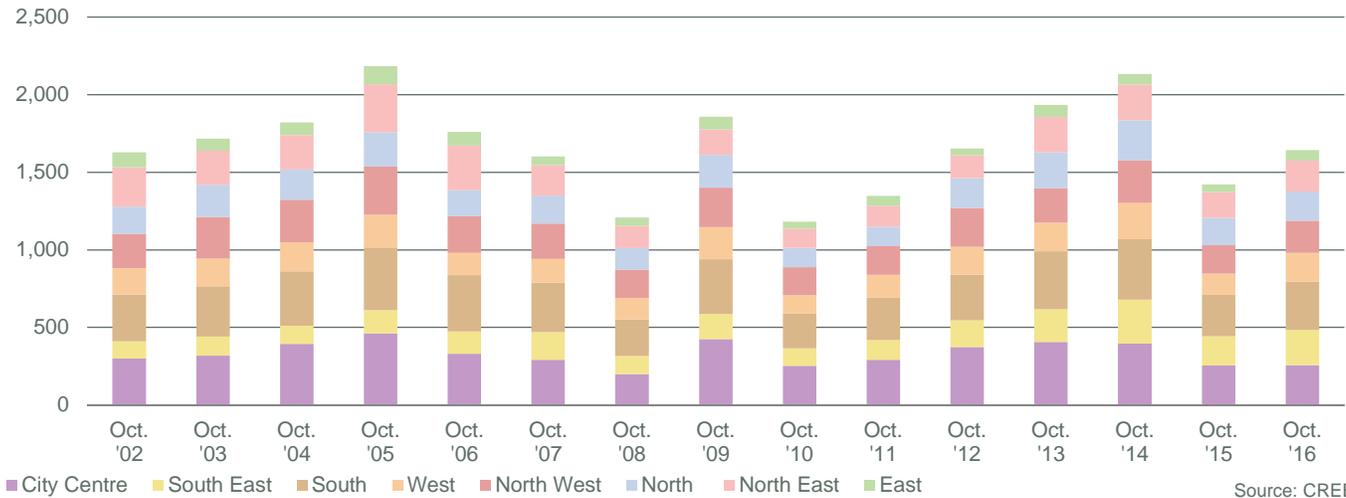
## TYPICAL HOME ATTRIBUTES - DETACHED HOMES

	City Centre	North East	North	North West	West	South	South East	East	City of Calgary
Gross Living Area (Above Ground)	1,143	1,130	1,329	1,500	1,712	1,330	1,485	1,040	1,307
Lot Size	5,490	4,017	4,371	5,275	5,563	5,187	4,246	4,742	4,854
Above Ground Bedrooms	2	3	3	3	3	3	3	3	3
Year Built	1952	1988	1993	1988	1988	1984	1997	1976	1984
Full Bathrooms	2	2	2	2	2	2	2	2	2
Half Bathrooms	0	1	1	1	1	1	1	0	1

Oct. 2016

TOTAL SALES

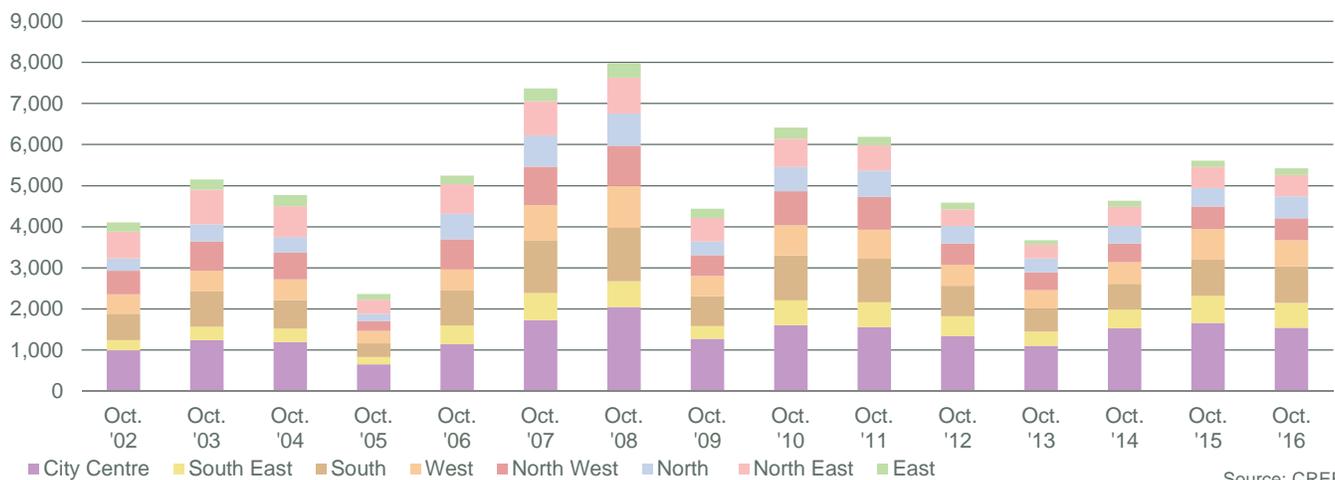
OCTOBER



Source: CREB®

TOTAL INVENTORY

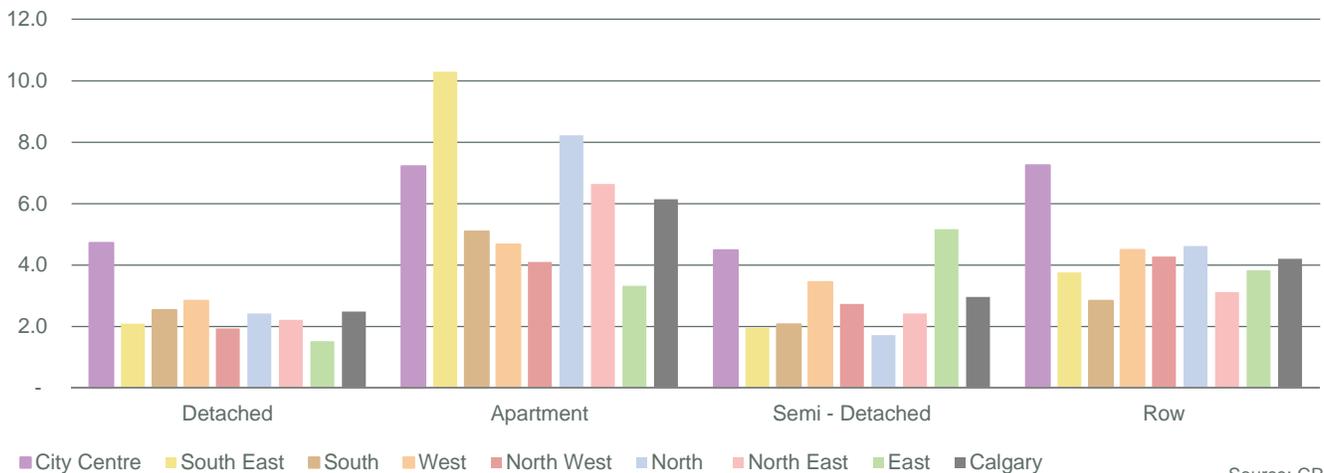
OCTOBER



Source: CREB®

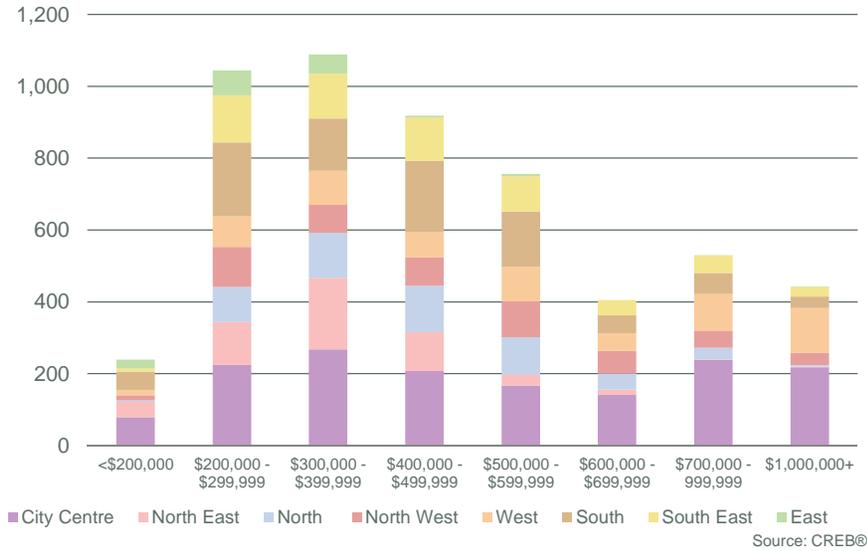
MONTHS OF SUPPLY

OCTOBER

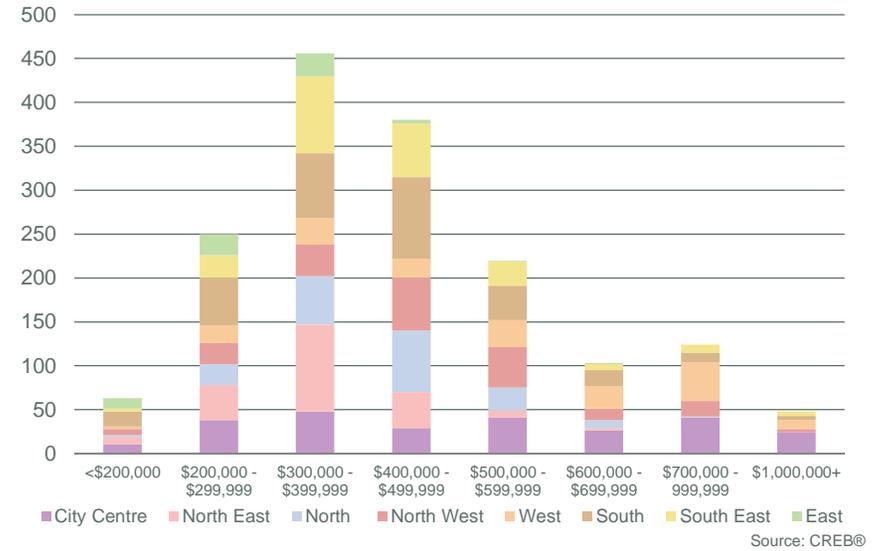


Source: CREB®

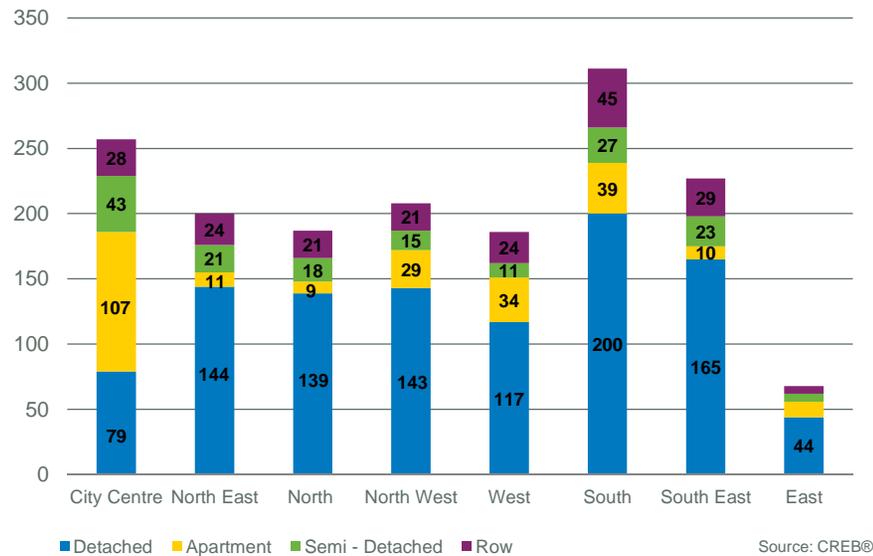
TOTAL INVENTORY BY PRICE RANGE - OCTOBER



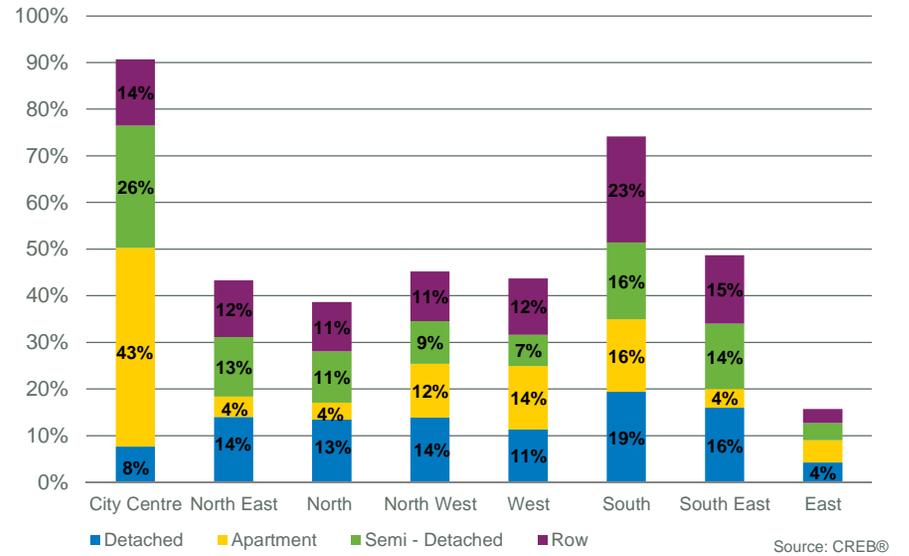
TOTAL SALES BY PRICE RANGE - OCTOBER



SALES BY PROPERTY TYPE - OCTOBER



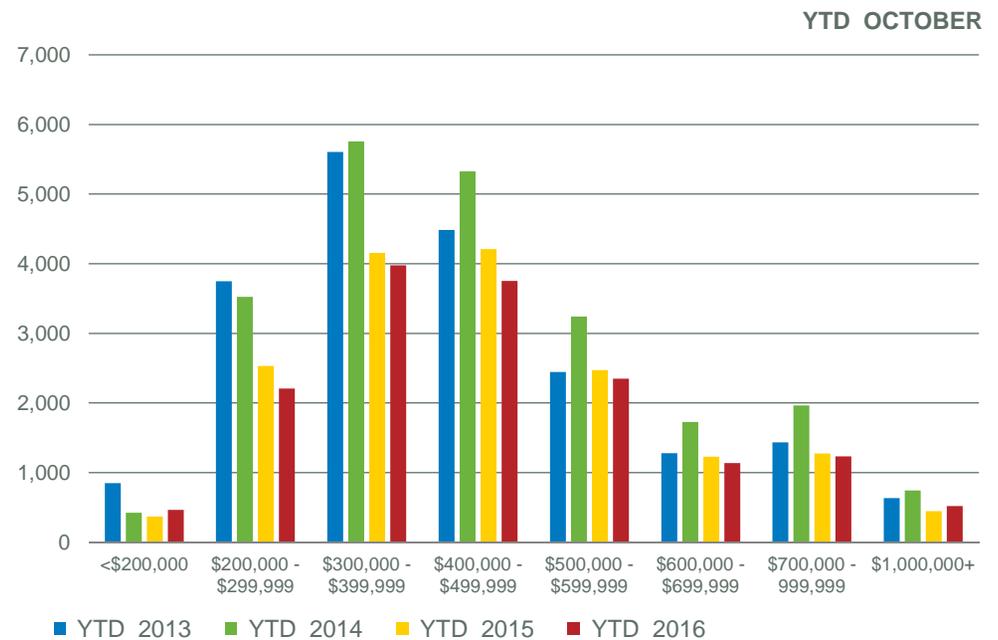
SHARE OF CITY WIDE SALES - OCTOBER



	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
<b>2015</b>												
Sales	877	1,207	1,777	1,963	2,186	2,183	1,991	1,643	1,449	1,422	1,262	879
New Listings	3,269	2,935	3,129	3,064	3,168	3,121	2,989	2,742	3,095	2,691	2,181	1,491
Inventory	4,792	5,531	5,704	5,637	5,393	5,138	5,135	5,215	5,599	5,621	5,320	4,340
Days on Market	41	35	38	40	41	40	40	40	40	41	45	49
Benchmark Price	462,400	460,900	458,900	456,700	457,800	459,300	459,100	459,300	459,300	457,400	454,800	452,800
Median Price	422,000	420,000	420,000	418,000	433,000	430,000	435,000	422,000	425,000	419,000	410,575	408,000
Average Price	460,646	460,039	473,680	469,572	478,850	483,607	476,520	465,338	458,655	457,591	461,303	462,674
Index	212	212	211	210	210	211	211	211	211	210	209	208
<b>2016</b>												
Sales	765	1,130	1,590	1,768	1,921	2,029	1,744	1,570	1,481	1,644		
New Listings	2,742	2,907	3,225	3,217	3,318	3,098	2,684	2,768	2,977	2,364		
Inventory	5,023	5,683	6,102	6,251	6,178	6,002	5,710	5,682	5,882	5,427		
Days on Market	51	43	43	46	42	47	46	46	46	46		
Benchmark Price	447,800	445,000	442,800	441,000	439,700	440,400	440,000	440,200	440,400	438,900		
Median Price	407,500	420,000	422,250	430,000	433,000	430,000	429,250	419,250	433,500	410,500		
Average Price	456,889	473,940	468,642	476,910	492,023	485,468	485,385	474,639	491,349	462,279		
Index	206	204	203	202	202	202	202	202	202	201		

	Oct-15	Oct-16	YTD 2015	YTD 2016
<b>CALGARY TOTAL SALES</b>				
>\$100,000	-	-	2	-
\$100,000 - \$199,999	33	63	368	464
\$200,000 - \$299,999	212	250	2,534	2,209
\$300,000 - \$349,999	167	182	1,815	1,734
\$350,000 - \$399,999	205	274	2,340	2,241
\$400,000 - \$449,999	209	203	2,336	2,114
\$450,000 - \$499,999	162	177	1,873	1,640
\$500,000 - \$549,999	123	135	1,413	1,343
\$550,000 - \$599,999	81	85	1,061	1,006
\$600,000 - \$649,999	62	55	702	619
\$650,000 - \$699,999	48	48	529	518
\$700,000 - \$799,999	52	69	711	656
\$800,000 - \$899,999	20	26	367	363
\$900,000 - \$999,999	16	29	197	214
\$1,000,000 - \$1,249,999	20	20	232	233
\$1,250,000 - \$1,499,999	6	16	97	126
\$1,500,000 - \$1,749,999	2	4	50	72
\$1,750,000 - \$1,999,999	2	4	33	36
\$2,000,000 - \$2,499,999	-	2	18	31
\$2,500,000 - \$2,999,999	1	1	10	13
\$3,000,000 - \$3,499,999	1	-	4	4
\$3,500,000 - \$3,999,999	-	-	5	2
\$4,000,000 +	-	1	1	4
	1,422	1,644	16,698	15,642

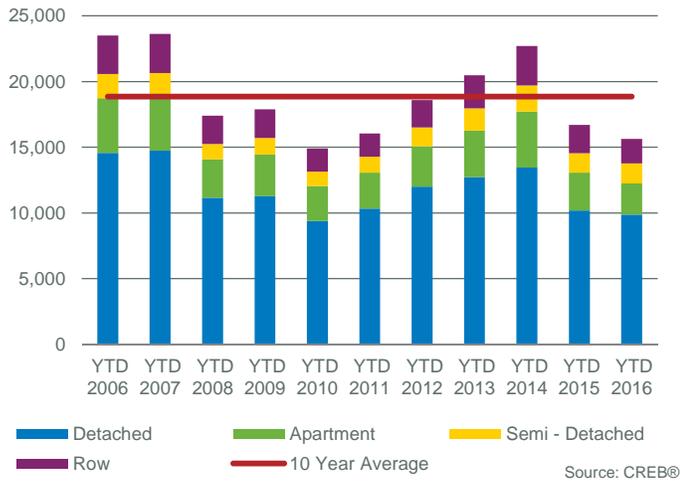
CITY OF CALGARY TOTAL SALES BY PRICE RANGE



Source: CREB®

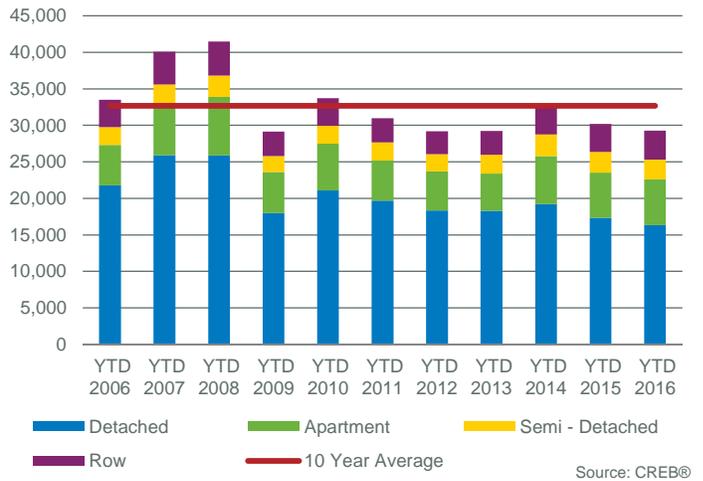
CITY OF CALGARY TOTAL SALES

YTD OCTOBER



CITY OF CALGARY TOTAL NEW LISTINGS

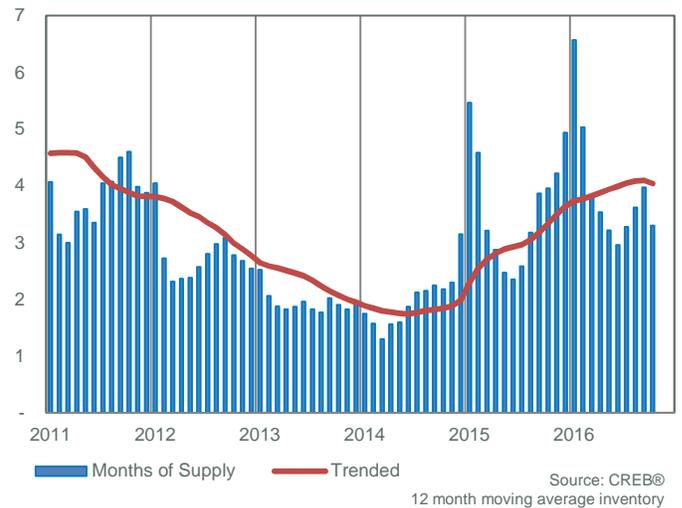
YTD OCTOBER



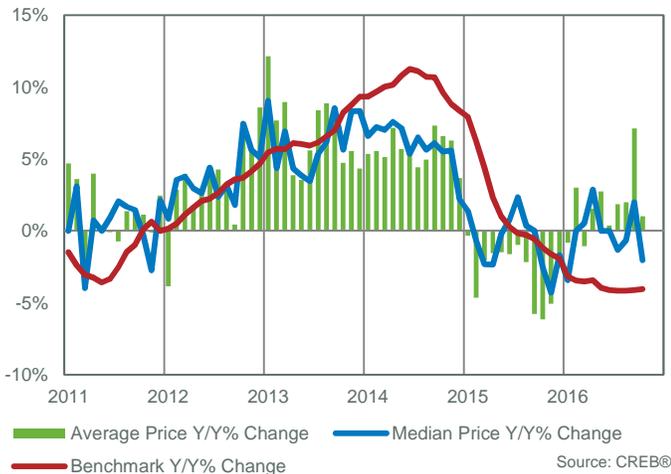
CITY OF CALGARY TOTAL INVENTORY AND SALES



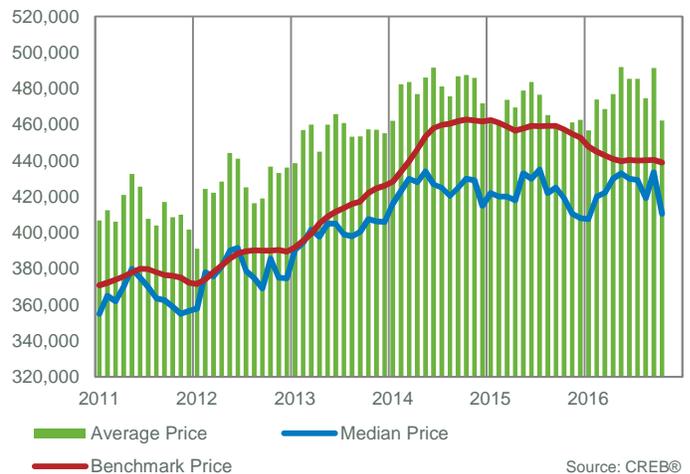
CITY OF CALGARY TOTAL MONTHS OF INVENTORY



CITY OF CALGARY TOTAL PRICE CHANGE



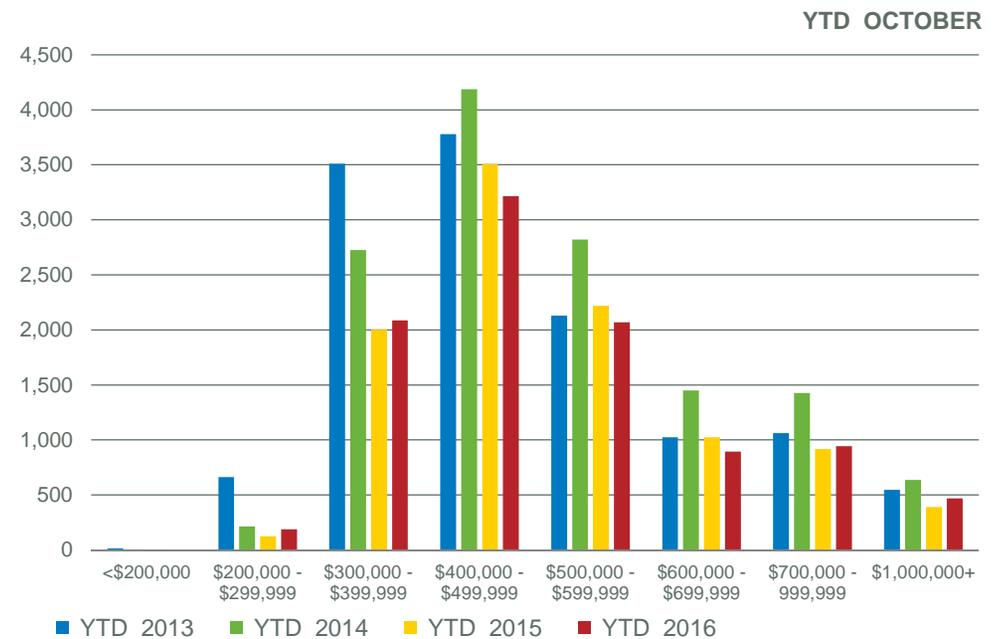
CITY OF CALGARY TOTAL PRICES



	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
<b>2015</b>												
Sales	534	740	1,079	1,150	1,362	1,331	1,220	994	906	872	798	533
New Listings	1,836	1,671	1,774	1,770	1,875	1,830	1,731	1,643	1,768	1,441	1,183	791
Inventory	2,579	2,977	3,027	3,044	2,923	2,789	2,752	2,833	3,029	2,921	2,680	2,132
Days on Market	37	34	37	38	38	37	37	37	37	38	43	47
Benchmark Price	522,900	521,000	519,500	517,100	518,000	520,200	520,000	520,200	520,500	518,800	515,600	514,100
Median Price	480,500	470,000	475,000	479,200	485,000	493,400	489,000	484,000	475,000	470,250	465,000	455,000
Average Price	525,188	526,332	545,575	545,043	541,937	554,022	541,693	536,722	524,987	519,371	524,211	533,704
Index	214	214	213	212	212	213	213	213	213	213	211	211
<b>2016</b>												
Sales	466	693	1,005	1,136	1,214	1,282	1,109	983	943	1,031		
New Listings	1,487	1,611	1,818	1,820	1,850	1,748	1,488	1,529	1,660	1,325		
Inventory	2,537	2,953	3,093	3,138	3,040	2,938	2,744	2,729	2,829	2,565		
Days on Market	49	38	41	44	39	41	43	41	41	42		
Benchmark Price	508,000	504,400	502,400	501,500	500,500	502,400	502,300	503,200	503,400	502,200		
Median Price	458,750	467,500	480,000	483,750	489,450	489,250	480,000	467,500	490,000	464,500		
Average Price	526,408	541,979	538,481	541,278	559,169	558,046	542,456	543,085	564,768	530,686		
Index	208	207	206	206	205	206	206	206	206	206		

	Oct-15	Oct-16	YTD 2015	YTD 2016
<b>CALGARY TOTAL SALES</b>				
>\$100,000	-	-	-	-
\$100,000 - \$199,999	1	-	5	-
\$200,000 - \$299,999	17	25	123	187
\$300,000 - \$349,999	45	76	558	612
\$350,000 - \$399,999	132	187	1,444	1,475
\$400,000 - \$449,999	175	173	1,939	1,775
\$450,000 - \$499,999	135	157	1,568	1,439
\$500,000 - \$549,999	110	119	1,255	1,189
\$550,000 - \$599,999	72	74	964	879
\$600,000 - \$649,999	53	44	598	502
\$650,000 - \$699,999	39	38	426	391
\$700,000 - \$799,999	40	52	508	483
\$800,000 - \$899,999	15	19	268	291
\$900,000 - \$999,999	13	22	141	170
\$1,000,000 - \$1,249,999	14	18	195	198
\$1,250,000 - \$1,499,999	6	15	87	119
\$1,500,000 - \$1,749,999	2	4	47	70
\$1,750,000 - \$1,999,999	2	4	29	33
\$2,000,000 - \$2,499,999	-	2	18	29
\$2,500,000 - \$2,999,999	1	1	9	12
\$3,000,000 - \$3,499,999	-	-	3	4
\$3,500,000 - \$3,999,999	-	-	2	2
\$4,000,000 +	-	1	1	2
	872	1,031	10,188	9,862

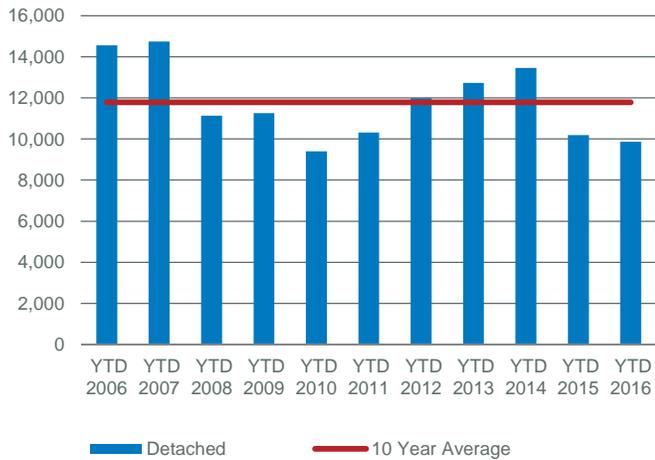
CITY OF CALGARY DETACHED SALES BY PRICE RANGE



Source: CREB®

CITY OF CALGARY DETACHED SALES

YTD OCTOBER



Source: CREB®

CITY OF CALGARY DETACHED NEW LISTINGS

YTD OCTOBER



Source: CREB®

CITY OF CALGARY DETACHED INVENTORY AND SALES



Source: CREB®

CITY OF CALGARY DETACHED MONTHS OF INVENTORY



Source: CREB®  
12 month moving average inventory

CITY OF CALGARY DETACHED PRICE CHANGE



Source: CREB®

CITY OF CALGARY DETACHED PRICES

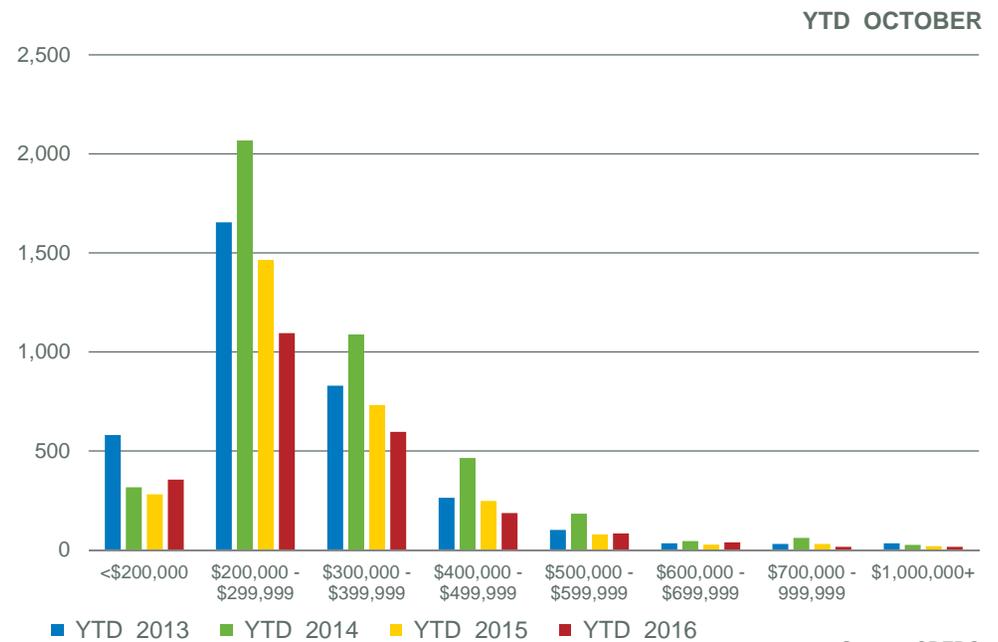


Source: CREB®

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
<b>2015</b>												
Sales	153	215	302	352	359	399	324	281	259	237	195	152
New Listings	744	593	672	608	613	611	582	514	657	587	489	343
Inventory	1,197	1,338	1,426	1,367	1,310	1,212	1,245	1,227	1,293	1,366	1,353	1,120
Days on Market	55	40	43	45	48	48	47	47	49	50	50	56
Benchmark Price	301,000	299,300	295,900	293,300	295,000	295,600	296,500	295,900	294,600	292,300	291,100	288,000
Median Price	269,000	267,500	271,500	274,750	280,500	275,000	284,500	266,000	265,000	286,000	272,500	287,000
Average Price	306,260	307,444	306,007	302,175	328,222	322,251	311,631	295,627	296,671	318,210	299,858	305,041
Index	206	205	202	201	202	202	203	202	202	200	199	197
<b>2016</b>												
Sales	129	168	257	273	276	311	255	267	200	251		
New Listings	598	637	680	666	685	605	618	617	637	509		
Inventory	1,252	1,390	1,531	1,585	1,612	1,545	1,558	1,578	1,653	1,542		
Days on Market	59	50	48	54	49	71	56	60	56	54		
Benchmark Price	283,800	283,600	281,300	280,400	278,500	278,200	277,000	274,900	274,600	273,800		
Median Price	251,000	268,000	272,000	278,500	280,000	267,500	269,900	271,500	280,000	250,000		
Average Price	280,088	307,461	298,072	302,554	312,753	310,219	351,545	316,842	303,202	289,127		
Index	194	194	192	192	191	190	190	188	188	187		

	Oct-15	Oct-16	YTD 2015	YTD 2016
<b>CALGARY TOTAL SALES</b>				
>\$100,000	-	-	2	-
\$100,000 - \$199,999	24	49	280	356
\$200,000 - \$299,999	107	116	1,464	1,095
\$300,000 - \$349,999	43	28	452	360
\$350,000 - \$399,999	31	27	280	236
\$400,000 - \$449,999	10	8	144	111
\$450,000 - \$499,999	7	9	104	76
\$500,000 - \$549,999	5	6	48	51
\$550,000 - \$599,999	4	3	30	32
\$600,000 - \$649,999	3	1	20	22
\$650,000 - \$699,999	1	1	7	16
\$700,000 - \$799,999	-	-	15	8
\$800,000 - \$899,999	-	1	10	5
\$900,000 - \$999,999	-	-	6	3
\$1,000,000 - \$1,249,999	1	1	8	4
\$1,250,000 - \$1,499,999	-	1	1	5
\$1,500,000 - \$1,749,999	-	-	2	-
\$1,750,000 - \$1,999,999	-	-	3	2
\$2,000,000 - \$2,499,999	-	-	-	2
\$2,500,000 - \$2,999,999	-	-	1	1
\$3,000,000 - \$3,499,999	1	-	1	-
\$3,500,000 - \$3,999,999	-	-	3	-
\$4,000,000 +	-	-	-	2
	237	251	2,881	2,387

CITY OF CALGARY APARTMENT SALES BY PRICE RANGE



Source: CREB®

CITY OF CALGARY APARTMENT SALES

YTD OCTOBER



Source: CREB®

CITY OF CALGARY APARTMENT NEW LISTINGS

YTD OCTOBER



Source: CREB®

CITY OF CALGARY APARTMENT INVENTORY AND SALES



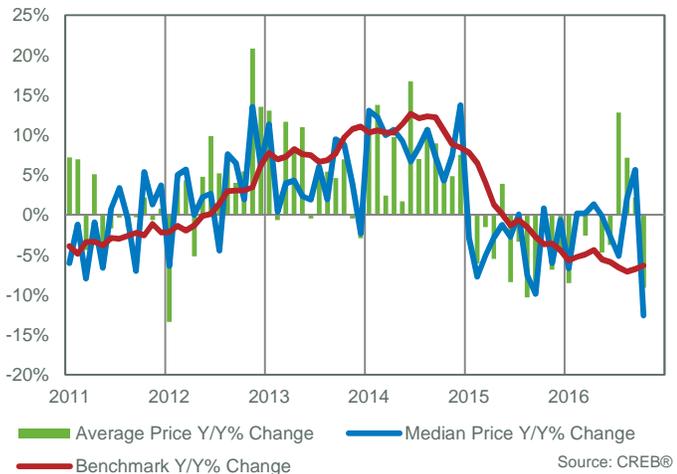
Source: CREB®

CITY OF CALGARY APARTMENT MONTHS OF INVENTORY



Source: CREB®

CITY OF CALGARY APARTMENT PRICE CHANGE



Source: CREB®

CITY OF CALGARY APARTMENT PRICES

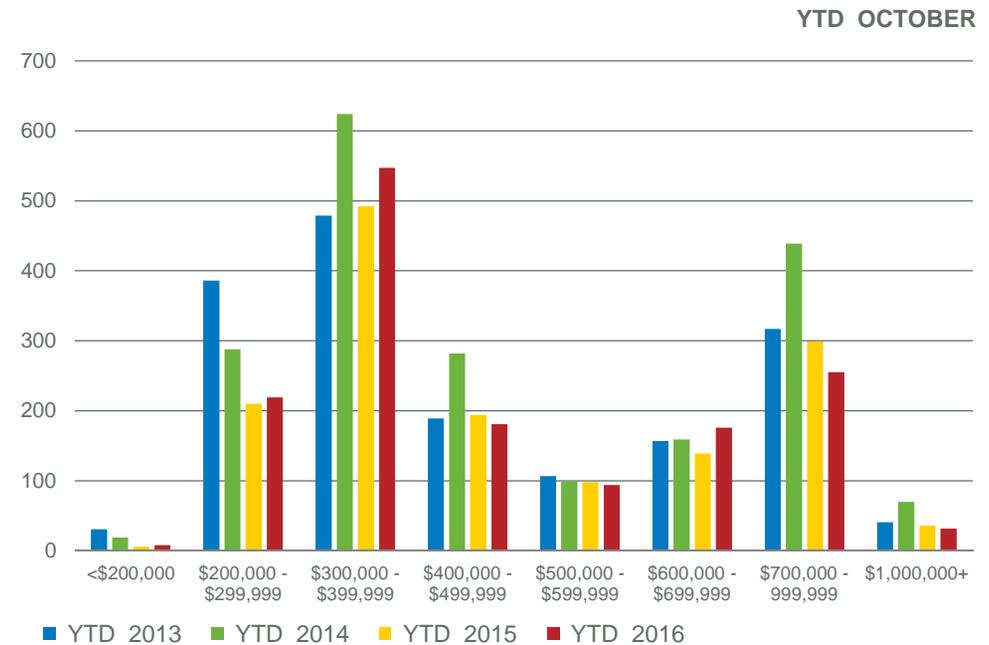


Source: CREB®

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
<b>2015</b>												
Sales	81	95	160	202	192	184	191	138	103	128	108	74
New Listings	302	275	308	267	300	294	282	246	268	293	200	142
Inventory	471	544	572	502	488	491	491	506	554	586	546	448
Days on Market	41	35	41	39	45	43	44	41	40	41	47	53
Benchmark Price	396,700	396,500	394,800	394,400	394,600	396,700	397,700	398,100	398,100	396,200	394,200	393,100
Median Price	382,000	417,500	403,750	396,750	417,500	410,750	414,000	419,579	432,500	392,250	378,000	394,500
Average Price	483,077	503,722	510,352	499,705	513,979	520,993	510,395	493,825	510,515	476,423	481,182	496,127
Index	206	206	205	205	205	206	207	207	207	206	205	204
<b>2016</b>												
Sales	71	110	144	174	190	185	180	138	156	164		
New Listings	268	283	289	306	297	291	261	236	269	228		
Inventory	501	552	579	586	545	534	522	503	510	486		
Days on Market	44	47	37	50	41	46	45	47	50	41		
Benchmark Price	390,200	386,900	385,600	383,600	383,100	385,600	385,200	387,100	386,500	386,500		
Median Price	377,000	403,500	390,000	410,000	429,000	393,000	386,808	391,000	407,000	377,250		
Average Price	478,679	492,823	465,481	490,701	506,419	490,257	497,568	482,981	481,140	470,830		
Index	203	201	200	199	199	200	200	201	201	201		

	Oct-15	Oct-16	YTD 2015	YTD 2016
<b>CALGARY TOTAL SALES</b>				
>\$100,000	-	-	-	-
\$100,000 - \$199,999	-	1	6	8
\$200,000 - \$299,999	18	24	210	219
\$300,000 - \$349,999	28	29	216	259
\$350,000 - \$399,999	21	39	276	288
\$400,000 - \$449,999	14	11	114	109
\$450,000 - \$499,999	7	7	80	72
\$500,000 - \$549,999	2	4	54	41
\$550,000 - \$599,999	5	4	44	53
\$600,000 - \$649,999	5	7	57	76
\$650,000 - \$699,999	7	8	82	100
\$700,000 - \$799,999	9	17	174	152
\$800,000 - \$899,999	5	5	82	64
\$900,000 - \$999,999	2	7	43	39
\$1,000,000 - \$1,249,999	5	1	27	30
\$1,250,000 - \$1,499,999	-	-	8	2
\$1,500,000 - \$1,749,999	-	-	1	-
\$1,750,000 - \$1,999,999	-	-	-	-
\$2,000,000 - \$2,499,999	-	-	-	-
\$2,500,000 - \$2,999,999	-	-	-	-
\$3,000,000 - \$3,499,999	-	-	-	-
\$3,500,000 - \$3,999,999	-	-	-	-
\$4,000,000 +	-	-	-	-
	128	164	1,474	1,512

## CITY OF CALGARY SEMI-DETACHED SALES BY PRICE RANGE



Source: CREB®

CITY OF CALGARY SEMI-DET. SALES

YTD OCTOBER



Source: CREB®

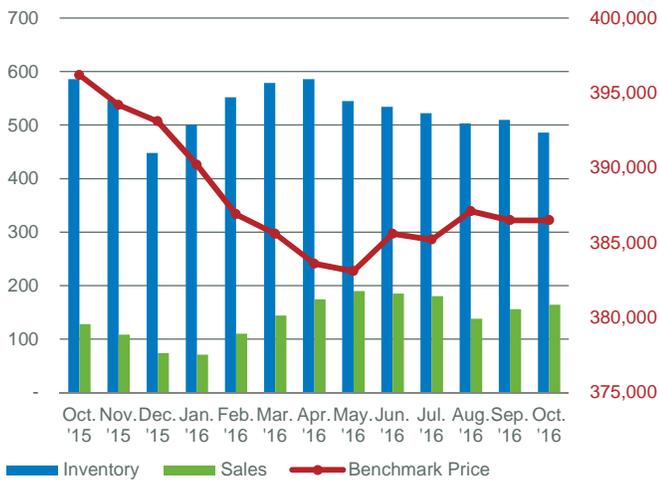
CITY OF CALGARY SEMI-DET. NEW LISTINGS

YTD OCTOBER



Source: CREB®

CITY OF CALGARY SEMI-DET. INVENTORY AND SALES



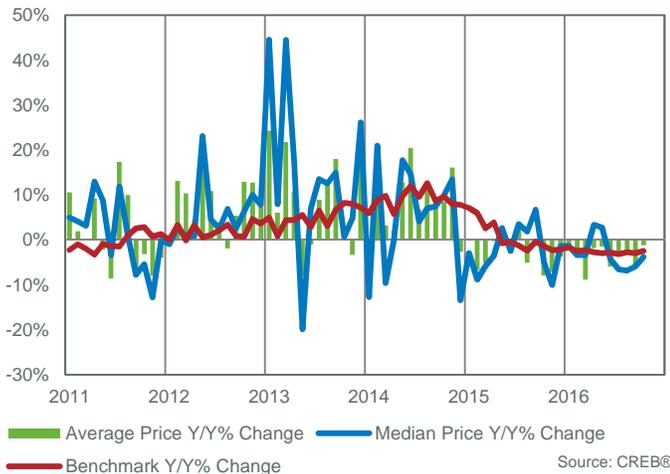
Source: CREB®

CITY OF CALGARY SEMI-DET. MONTHS OF INVENTORY



Source: CREB®  
12 month moving average inventory

CITY OF CALGARY SEMI-DET. PRICE CHANGE



Source: CREB®

CITY OF CALGARY SEMI-DET. PRICES



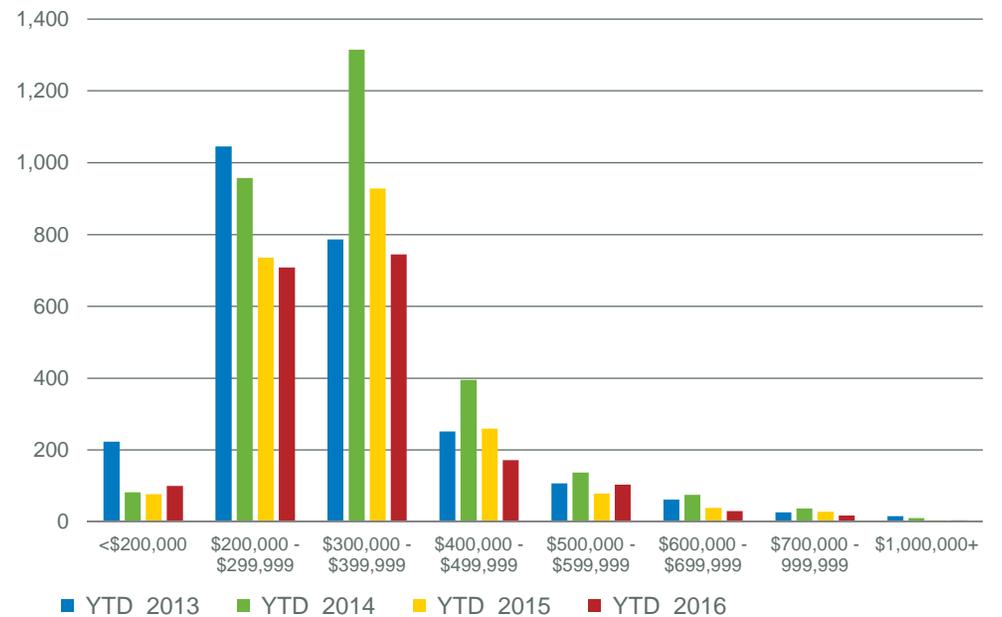
Source: CREB®

	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
<b>2015</b>												
Sales	109	157	236	259	273	269	255	228	181	184	161	120
New Listings	387	396	375	419	380	385	391	339	402	369	308	215
Inventory	545	672	679	724	672	645	645	648	722	747	740	639
Days on Market	42	33	38	42	41	44	44	46	41	41	50	47
Benchmark Price	330,500	330,600	331,100	329,500	329,700	330,100	328,200	328,700	329,800	328,700	327,300	325,000
Median Price	322,000	315,000	325,000	322,000	323,000	320,000	323,000	330,000	317,500	312,000	319,900	313,000
Average Price	344,487	330,111	334,675	338,474	337,481	348,957	348,003	346,289	328,906	332,095	331,704	326,227
Index	207	207	207	206	206	207	205	206	206	206	205	203
<b>2016</b>												
Sales	99	159	184	185	241	251	200	182	182	198		
New Listings	389	376	438	425	486	454	317	386	411	302		
Inventory	733	788	899	942	981	985	886	872	890	834		
Days on Market	51	52	49	47	50	51	55	55	53	57		
Benchmark Price	323,800	321,200	318,500	314,800	313,200	310,800	310,300	310,000	311,100	308,100		
Median Price	315,000	315,000	309,200	310,000	321,500	310,000	303,250	310,000	310,281	300,000		
Average Price	344,407	340,232	327,900	325,976	347,743	328,382	328,610	330,122	326,450	318,499		
Index	203	201	199	197	196	195	194	194	195	193		

	Oct-15	Oct-16	YTD 2015	YTD 2016
<b>CALGARY TOTAL SALES</b>				
>\$100,000	-	-	-	-
\$100,000 - \$199,999	8	13	77	100
\$200,000 - \$299,999	70	85	736	708
\$300,000 - \$349,999	50	49	588	503
\$350,000 - \$399,999	21	21	340	242
\$400,000 - \$449,999	10	11	139	119
\$450,000 - \$499,999	13	4	121	53
\$500,000 - \$549,999	6	6	56	62
\$550,000 - \$599,999	-	4	23	42
\$600,000 - \$649,999	1	3	26	19
\$650,000 - \$699,999	1	1	13	11
\$700,000 - \$799,999	3	-	14	13
\$800,000 - \$899,999	-	1	7	3
\$900,000 - \$999,999	1	-	7	2
\$1,000,000 - \$1,249,999	-	-	2	1
\$1,250,000 - \$1,499,999	-	-	1	-
\$1,500,000 - \$1,749,999	-	-	-	2
\$1,750,000 - \$1,999,999	-	-	1	1
\$2,000,000 - \$2,499,999	-	-	-	-
\$2,500,000 - \$2,999,999	-	-	-	-
\$3,000,000 - \$3,499,999	-	-	-	-
\$3,500,000 - \$3,999,999	-	-	-	-
\$4,000,000 +	-	-	-	-
	184	198	2,151	1,881

**CITY OF CALGARY ROW SALES BY PRICE RANGE**

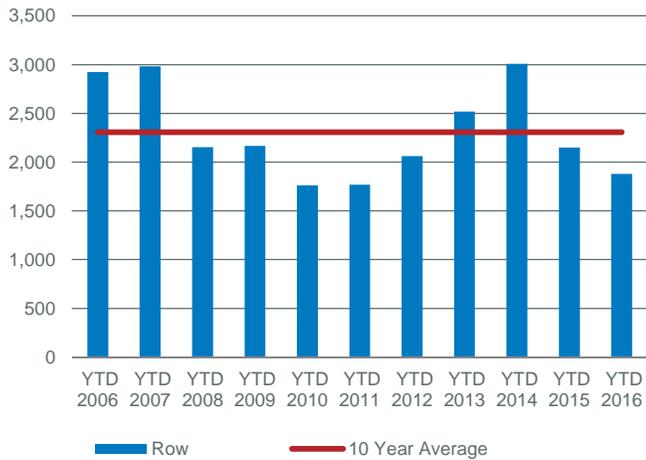
YTD OCTOBER



Source: CREB®

CITY OF CALGARY ROW SALES

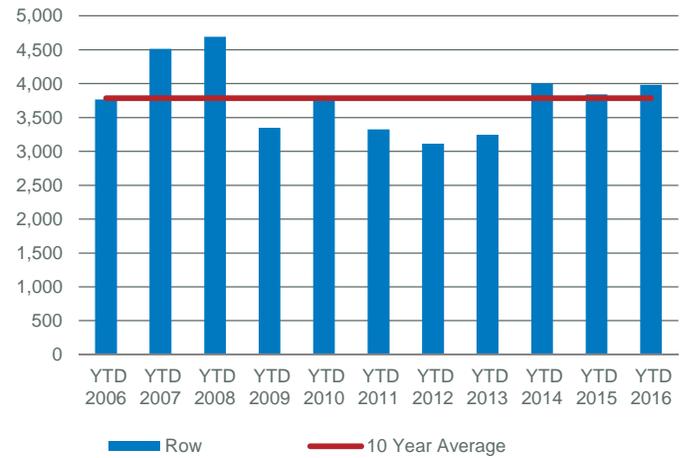
YTD OCTOBER



Source: CREB®

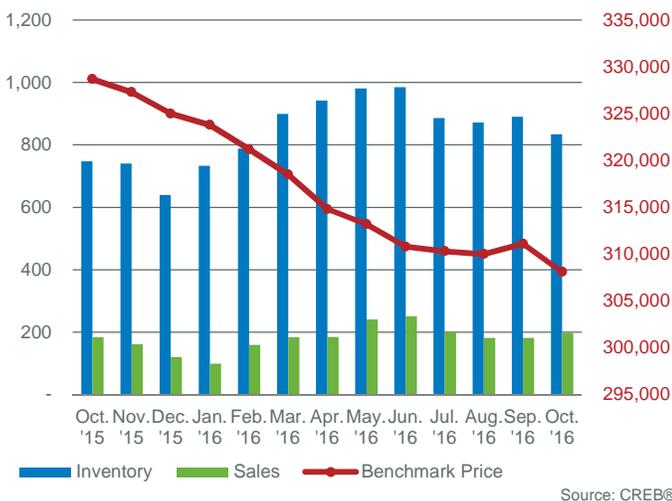
CITY OF CALGARY ROW NEW LISTINGS

YTD OCTOBER



Source: CREB®

CITY OF CALGARY ROW INVENTORY AND SALES



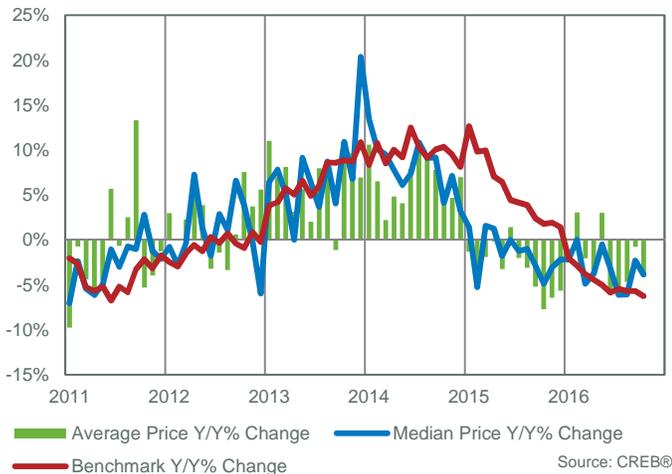
Source: CREB®

CITY OF CALGARY ROW MONTHS OF INVENTORY



Source: CREB®  
12 month moving average inventory

CITY OF CALGARY ROW PRICE CHANGE



Source: CREB®

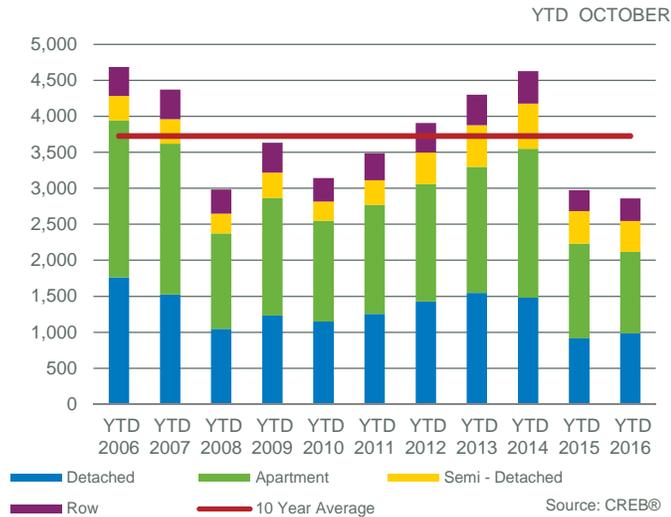
CITY OF CALGARY ROW PRICES



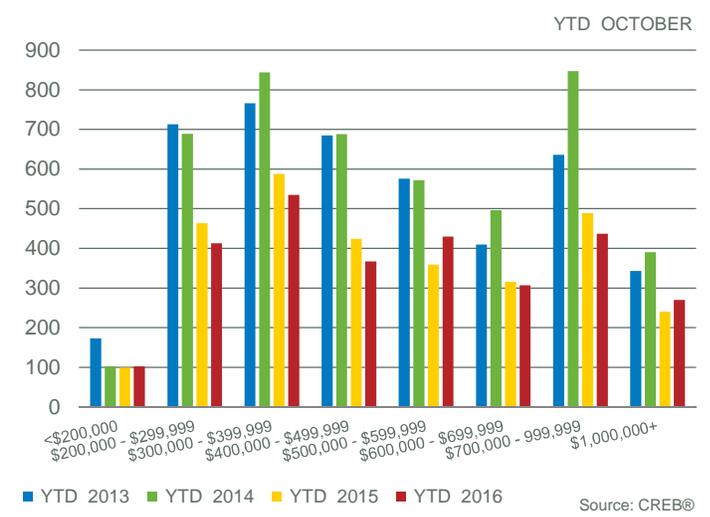
Source: CREB®

**CITY CENTRE**

**CITY CENTRE TOTAL SALES**



**CITY CENTRE TOTAL SALES BY PRICE RANGE**



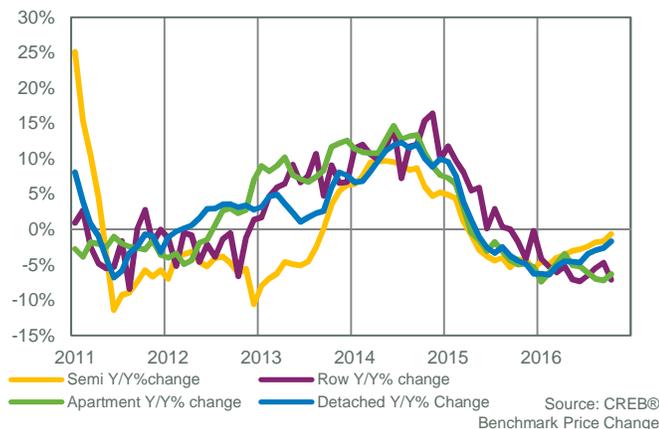
**CITY CENTRE INVENTORY AND SALES**



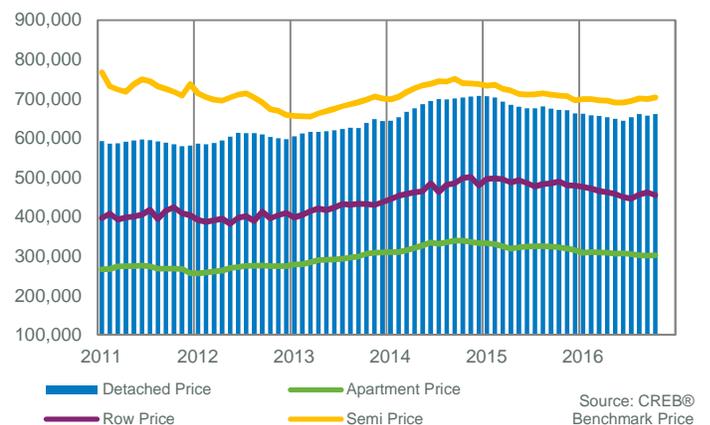
**CITY CENTRE MONTHS OF INVENTORY**



**CITY CENTRE PRICE CHANGE**

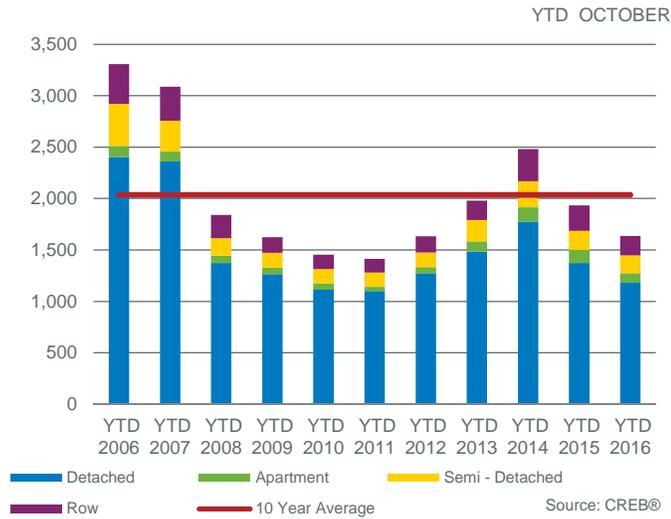


**CITY CENTRE PRICES**

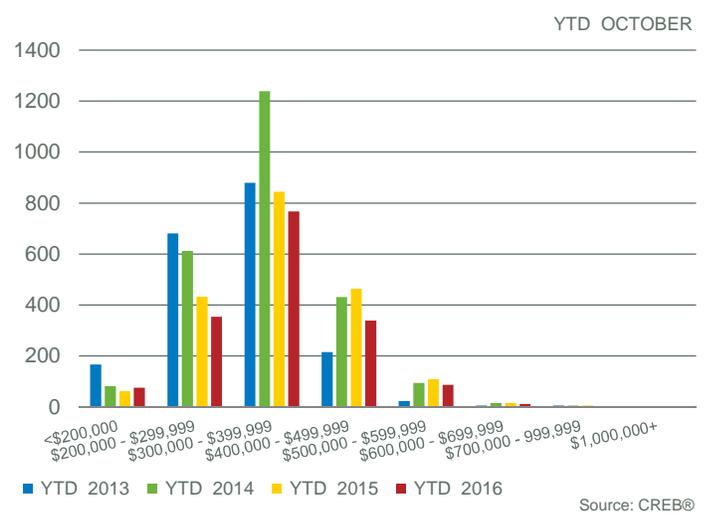


**NORTHEAST**

**NORTHEAST TOTAL SALES**



**NORTHEAST TOTAL SALES BY PRICE RANGE**



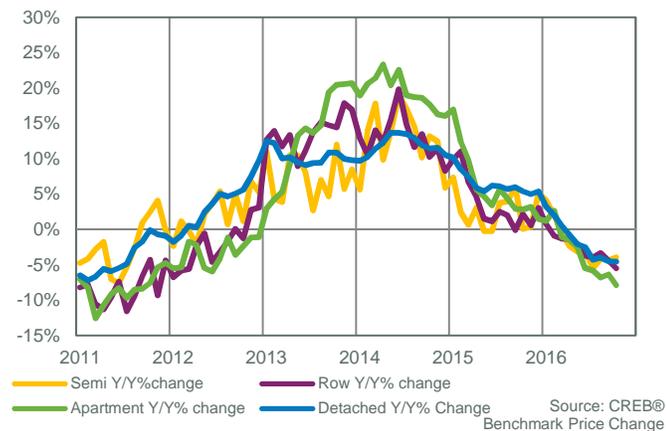
**NORTHEAST INVENTORY AND SALES**



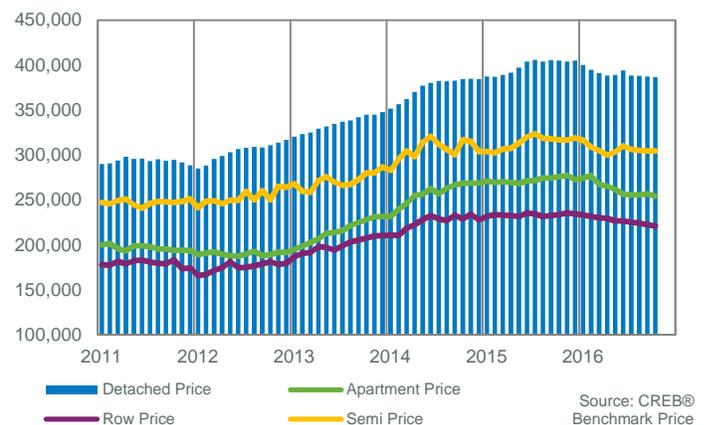
**NORTHEAST MONTHS OF INVENTORY**



**NORTHEAST PRICE CHANGE**

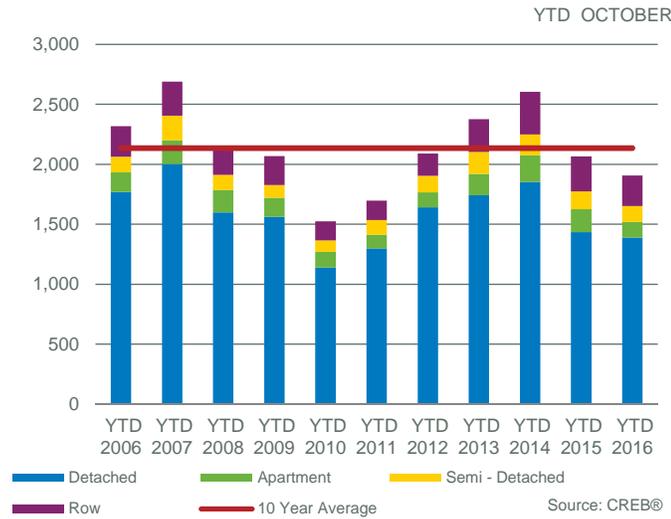


**NORTHEAST PRICES**

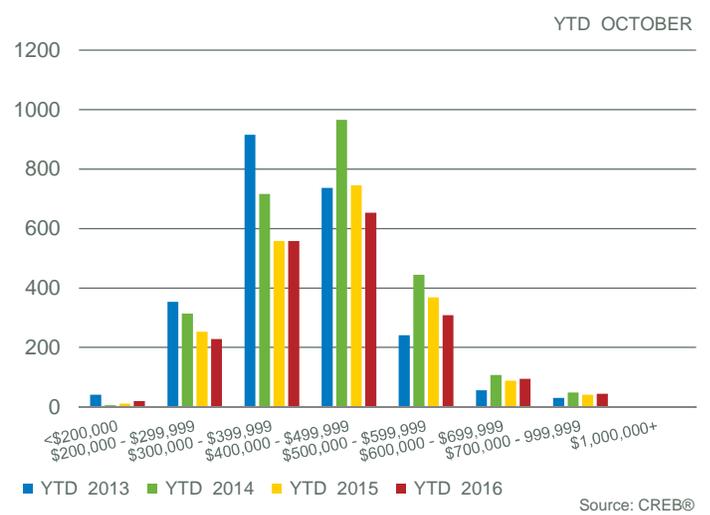


**NORTH**

**NORTH TOTAL SALES**



**NORTH TOTAL SALES BY PRICE RANGE**



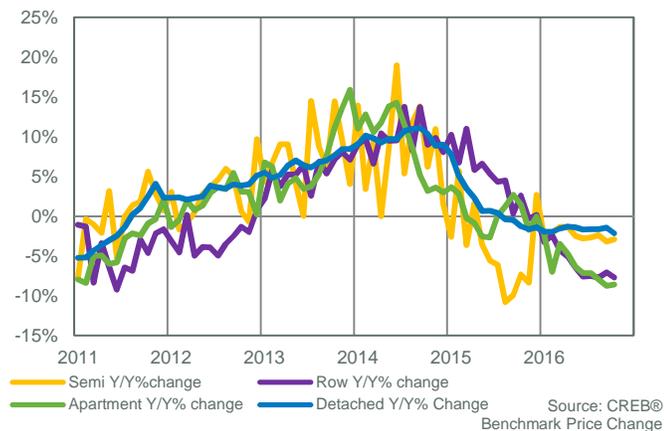
**NORTH INVENTORY AND SALES**



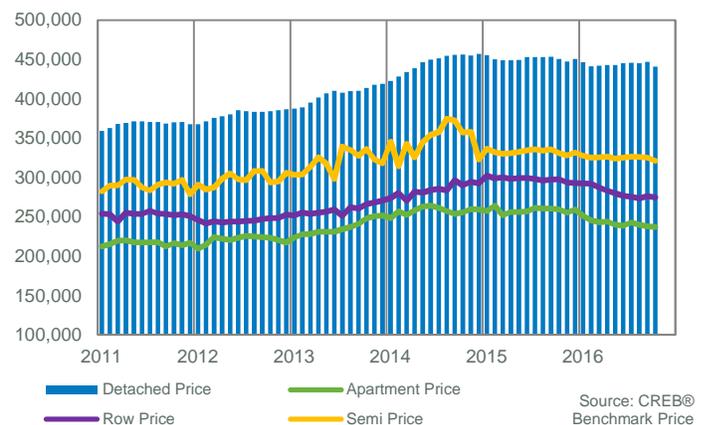
**NORTH MONTHS OF INVENTORY**



**NORTH PRICE CHANGE**

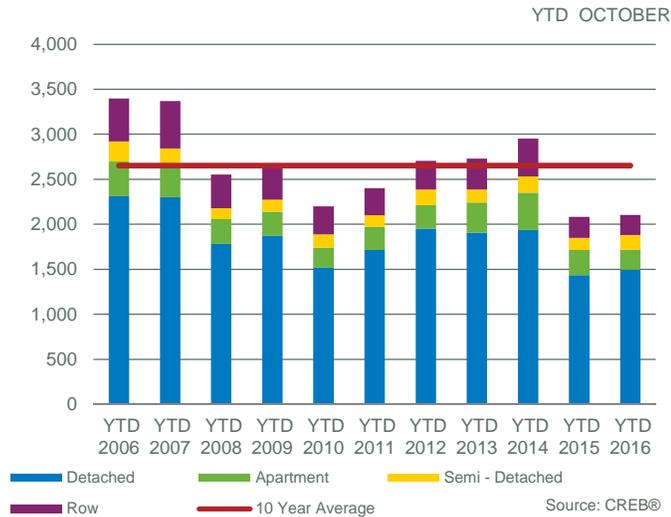


**NORTH PRICES**

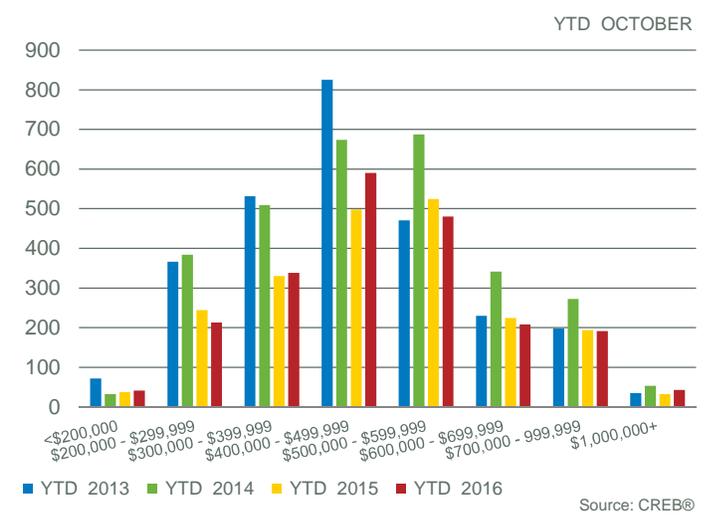


**NORTHWEST**

**NORTHWEST TOTAL SALES**



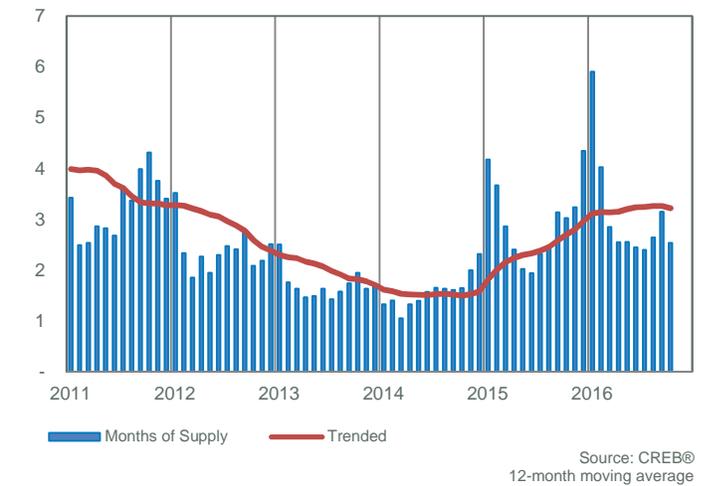
**NORTHWEST TOTAL SALES BY PRICE RANGE**



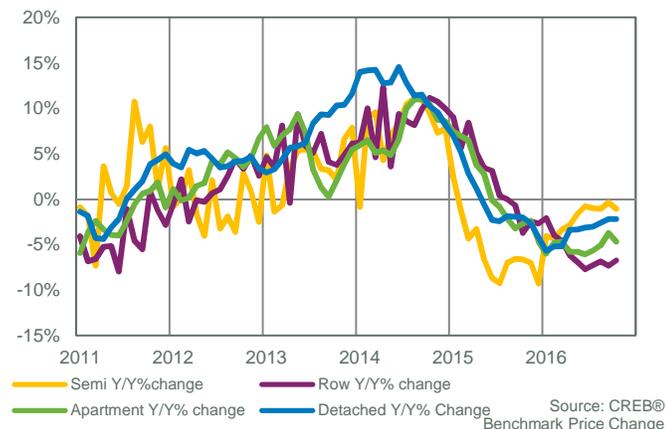
**NORTHWEST INVENTORY AND SALES**



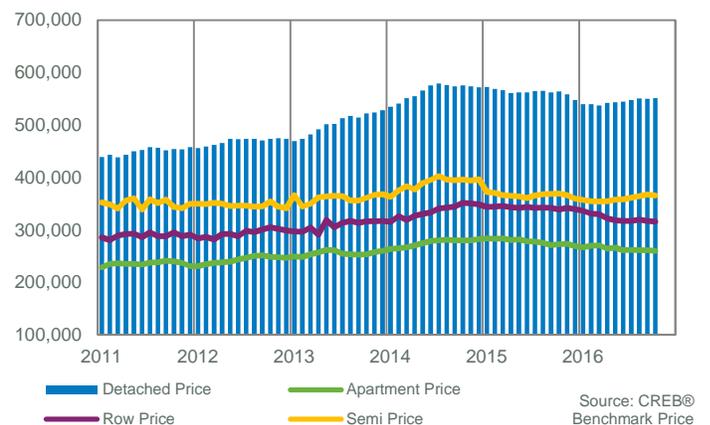
**NORTHWEST MONTHS OF INVENTORY**



**NORTHWEST PRICE CHANGE**

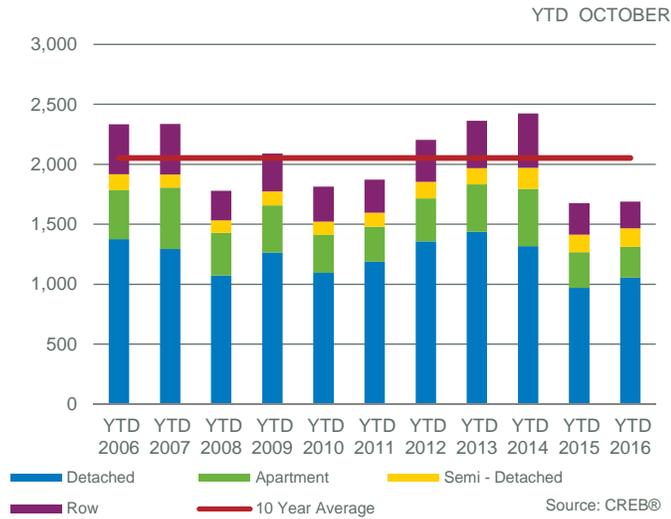


**NORTHWEST PRICES**

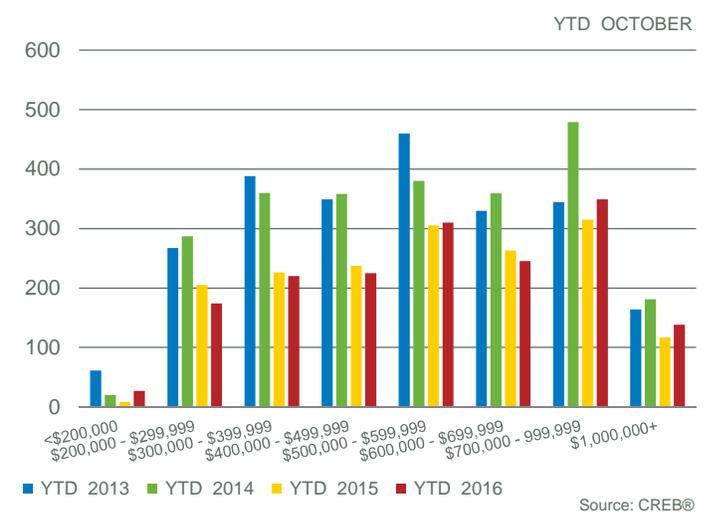


WEST

WEST TOTAL SALES



WEST TOTAL SALES BY PRICE RANGE



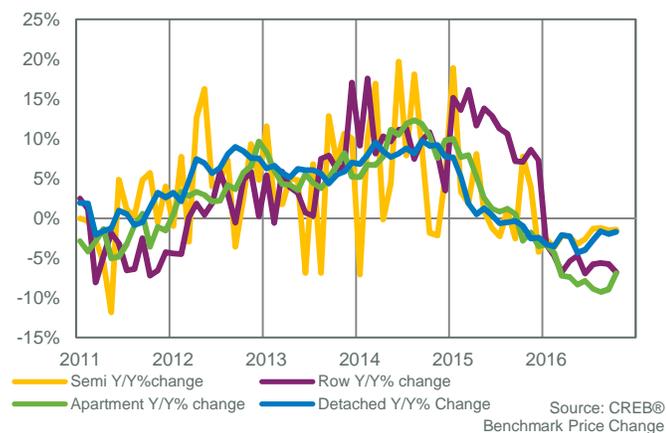
WEST INVENTORY AND SALES



WEST MONTHS OF INVENTORY



WEST PRICE CHANGE



WEST PRICES

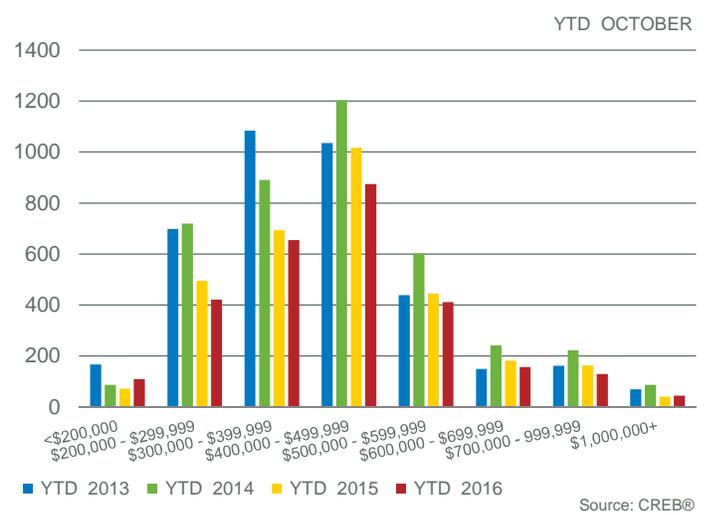


**SOUTH**

**SOUTH TOTAL SALES**



**SOUTH TOTAL SALES BY PRICE RANGE**



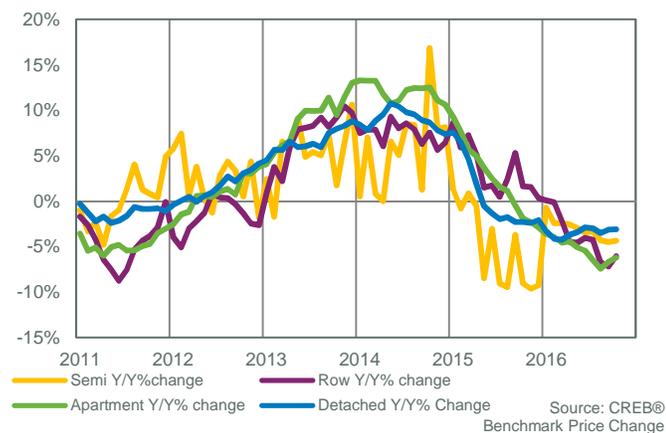
**SOUTH INVENTORY AND SALES**



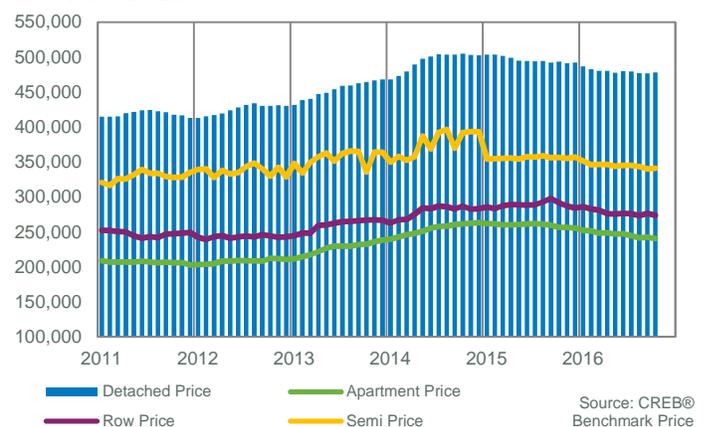
**SOUTH MONTHS OF INVENTORY**



**SOUTH PRICE CHANGE**



**SOUTH PRICES**

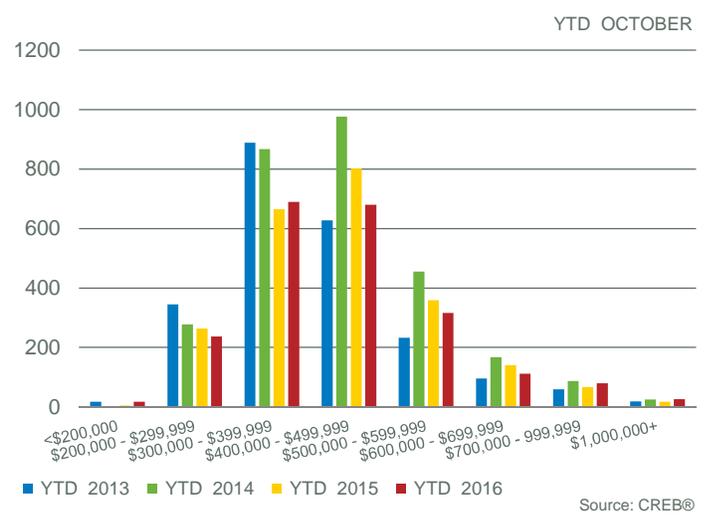


**SOUTHEAST**

**SOUTHEAST TOTAL SALES**



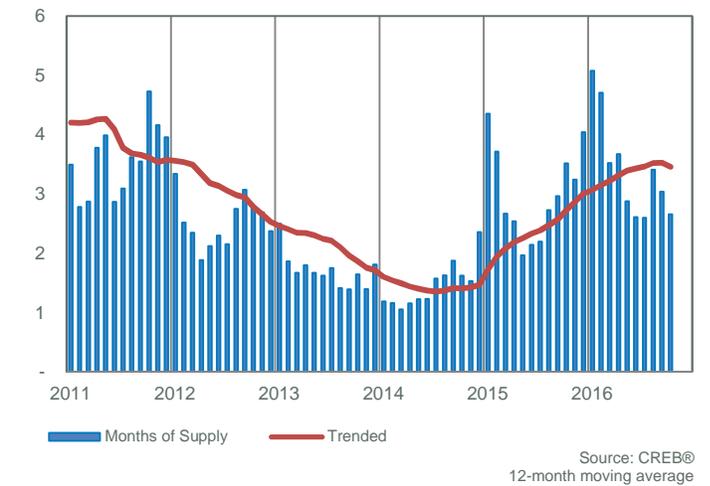
**SOUTHEAST TOTAL SALES BY PRICE RANGE**



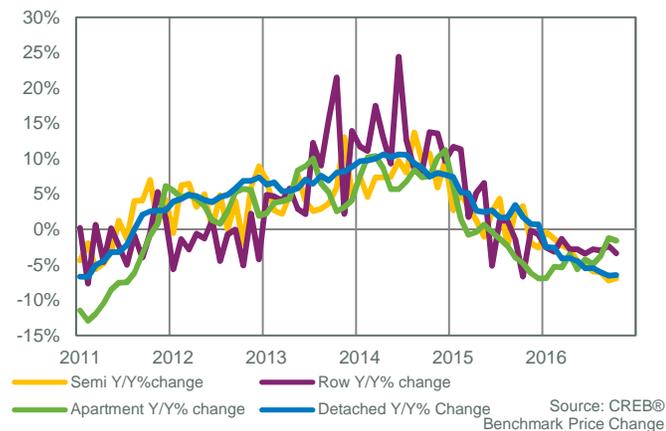
**SOUTHEAST INVENTORY AND SALES**



**SOUTHEAST MONTHS OF INVENTORY**



**SOUTHEAST PRICE CHANGE**

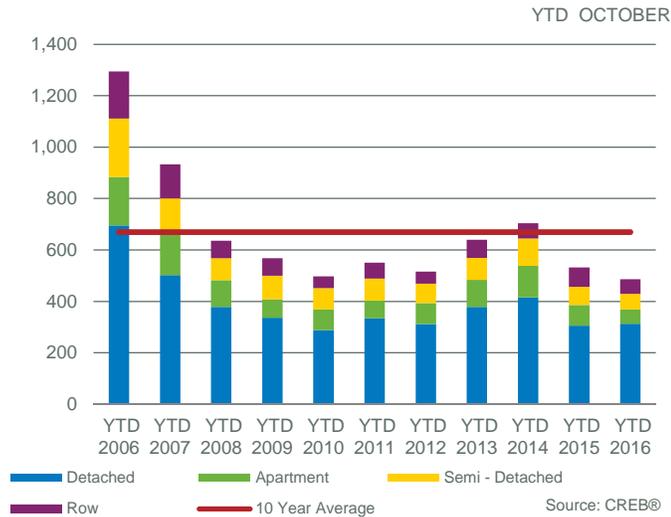


**SOUTHEAST PRICES**

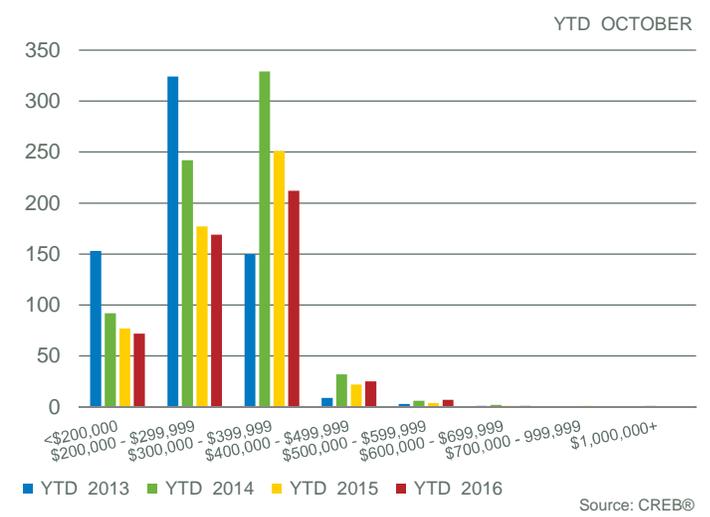


**EAST**

**EAST TOTAL SALES**



**EAST TOTAL SALES BY PRICE RANGE**



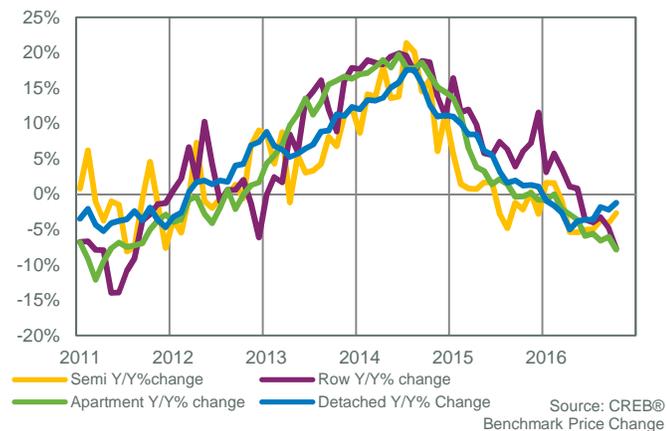
**EAST INVENTORY AND SALES**



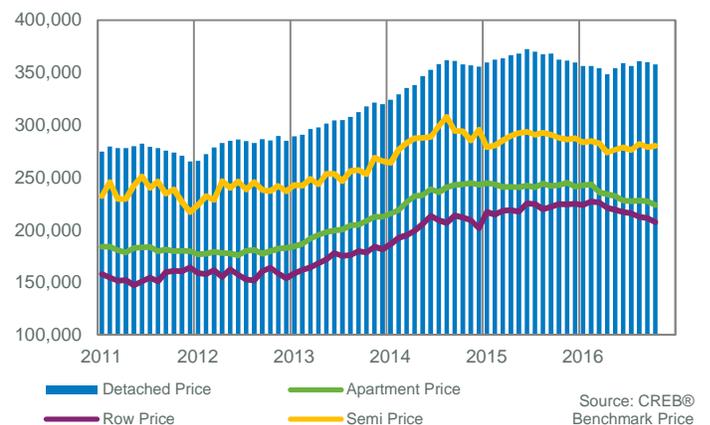
**EAST MONTHS OF INVENTORY**



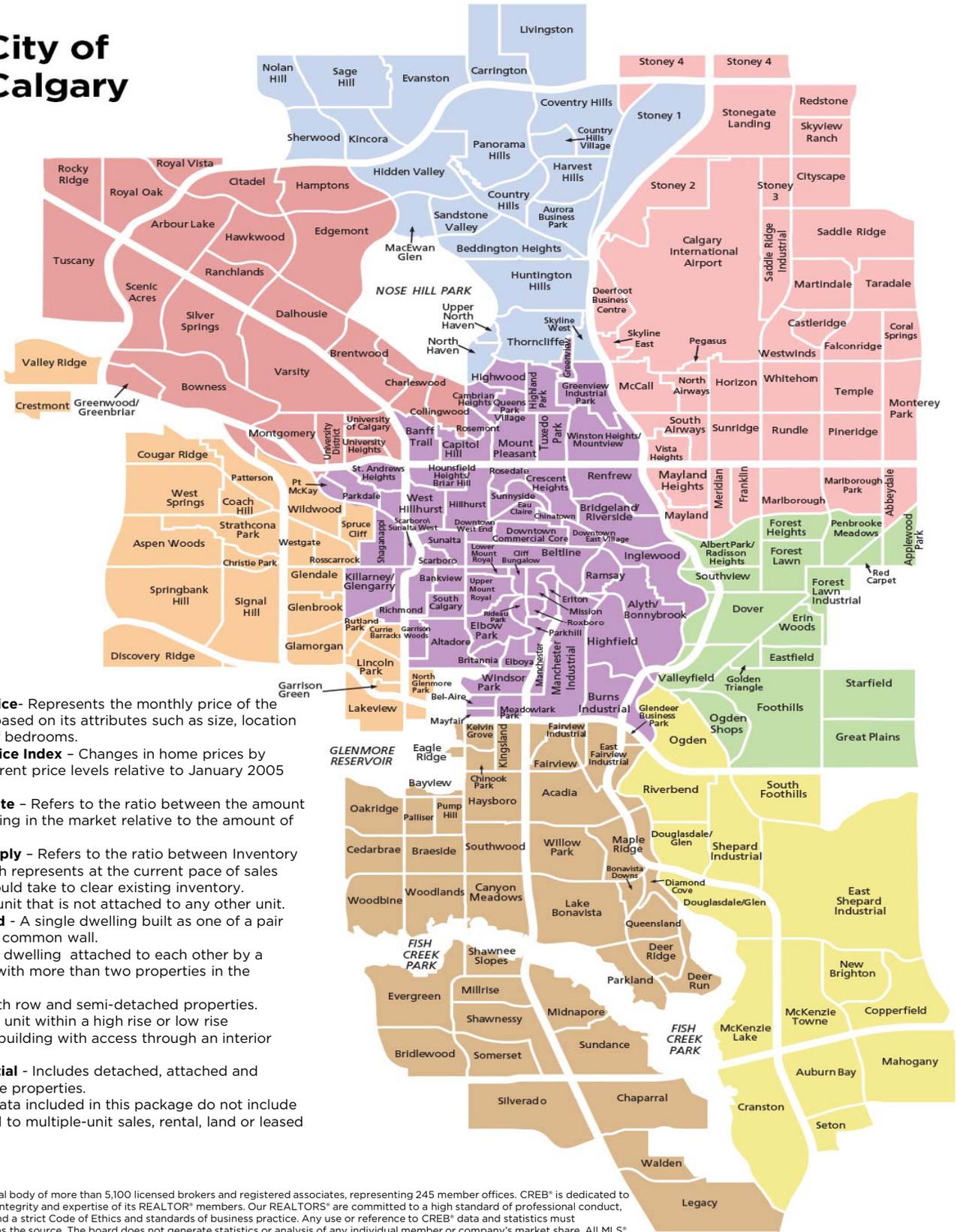
**EAST PRICE CHANGE**



**EAST PRICES**



# City of Calgary



## DEFINITIONS

- Benchmark Price** - Represents the monthly price of the typical home based on its attributes such as size, location and number of bedrooms.
- MLS® Home Price Index** - Changes in home prices by comparing current price levels relative to January 2005 price level.
- Absorption Rate** - Refers to the ratio between the amount of sales occurring in the market relative to the amount of inventory.
- Months of Supply** - Refers to the ratio between Inventory and sales which represents at the current pace of sales how long it would take to clear existing inventory.
- Detached** - A unit that is not attached to any other unit.
- Semi-detached** - A single dwelling built as one of a pair that share one common wall.
- Row** - A single dwelling attached to each other by a common wall with more than two properties in the complex.
- Attached** - Both row and semi-detached properties.
- Apartment** - A unit within a high rise or low rise condominium building with access through an interior hallway.
- Total Residential** - Includes detached, attached and apartment style properties.
- Exclusions** - Data included in this package do not include activity related to multiple-unit sales, rental, land or leased properties.

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