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serving calgary and area REALTORS<sup>®</sup>

**MONTHLY STATISTICS PACKAGE**

# City of Calgary

November  
2018



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Challenging economic conditions continue to impact the resale market

**City of Calgary, December 3, 2018** - Sitting below long-term averages, November sales in the city totaled 1,171 units.

For the year so far, sales activity has totaled 15,349 units, a 14 per cent decline over last year and nearly 20 per cent below long-term averages.

“Recent challenges in the energy sector have weighed on consumer confidence over the past month. Combined with weakness in the employment market and further gains in lending rates, this is impacting ownership demand,” said CREB® chief economist Ann-Marie Lurie.

New listings eased by seven per cent in November compared to last year. The adjustment in new listings has helped prevent further inventory gains, with 6,501 units in overall inventory, but levels remain well above the 5,683 units in inventory seen last year and 32 per cent higher than typical levels for November.

“Higher inventories and weaker sales are resulting in buyer’s market conditions and price declines,” said Lurie.

The citywide benchmark price was \$422,600 in November, nearly one per cent lower than last month and over three per cent below last year’s levels.

Year-to-date sales have slowed across all price ranges, except product priced below \$200,000, which now represents nearly six per cent of all sales. The largest decline in sales has occurred in the \$600,000 - \$999,999 range.

“In any market, affordable product is always desirable,” said CREB® president Tom Westcott.

“For buyers, it may mean being able to step into a home that was previously unattainable. It also means that sellers need to be keenly aware what is successfully selling in their neighbourhood and surrounding communities.”

HOUSING MARKET FACTS

Detached

- Detached sales declined across all districts in November. With citywide sales of 679 units, activity remains 21 per cent below typical levels for the month.
- New listings eased by three per cent compared to last year, due to declines mostly in the North East, North and South East districts. Year-to-date new listings this year have increased in all areas except the North East and East districts.
- Inventories in the detached sector totalled 3,491 units, 26 per cent higher than last year’s levels. Months of supply sits at five months, well above the three-month typical for November.
- Detached benchmark prices totalled \$486,000 in November, a one per cent decline over last month and a three per cent decline over last year. This is nearly seven per cent below monthly highs recorded in October 2014.
- Prices have eased across all districts in November. On a year-to-date basis, the largest declines this year have occurred in the North East and North districts. This is likely due to the increased competition from the new-home sector. The districts that remain furthest from price recovery are the North West and South districts.

Apartment

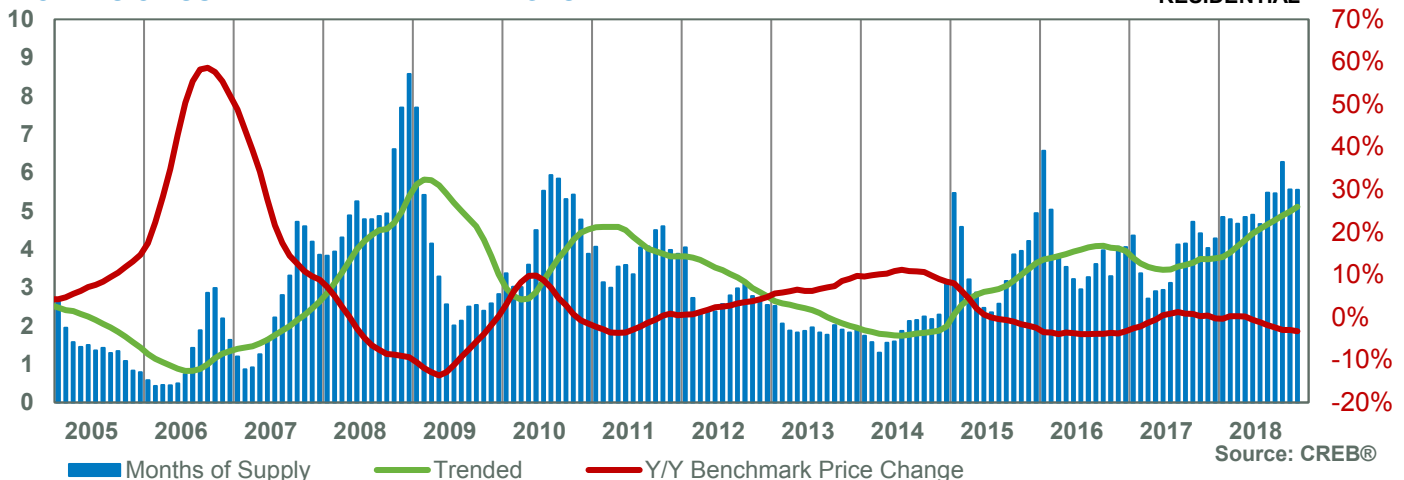
- Despite year-over-year gains in sales in November, citywide apartment sales have totalled 2,557 units so far this year. This is five per cent lower than last year and 21 per cent below long-term averages.
- The majority of activity in condos is located within the city centre, representing nearly 48 per cent of all the sales activity.
- Following years of oversupply, the number of new listings in the apartment sector continues to ease, helping prevent further significant gains in inventories and even contributing to inventory reductions in the South, East and North East districts.
- Despite some adjustments in inventories, most areas continue to struggle with oversupply, causing further price declines. Price declines this year have ranged from a high of nearly six per cent in the East district to a low of two per cent in both the City Centre and North West districts.

Attached

- Year-to-date attached sales totalled 3,344 units, a 16 per cent decline over the previous year and 14 per cent below long-term averages. Sales activity eased across most districts except for the North East, where sales remained relatively stable because of improvements in row activity.
- Overall, rising new listings continue to place upward pressure on inventory levels and the gains have mostly occurred with semi-detached product.
- Oversupply conditions have weighed on prices. In November, the semi-detached benchmark price totalled \$400,700. This is a monthly and year-over year decline of 0.67 and 3.3 per cent, respectively. Recent price declines have caused this sector to erase any of the gains that occurred last year, as year-to-date prices remain comparable to 2017 levels.
- Row prices have also been edging down, but at a slower pace than semi-detached product. As of November, row prices were \$292,900, a 0.2 per cent decline from last month and just over three per cent below last year’s levels. Overall, year-to-date prices remain nearly two per cent below last year’s levels and nearly 10 per cent below previous highs.

MONTHS OF SUPPLY AND PRICE CHANGES

RESIDENTIAL



Nov. 2018

|                             | Nov-17        | Nov-18        | Y/Y %<br>Change | 2017 YTD        | 2018 YTD        | % Change |
|-----------------------------|---------------|---------------|-----------------|-----------------|-----------------|----------|
| <b>DETACHED</b>             |               |               |                 |                 |                 |          |
| Total Sales                 | 874           | 679           | -22.31%         | 11,215          | 9,448           | -15.76%  |
| Total Sales Volume          | \$467,112,452 | \$361,405,664 | -22.63%         | \$6,275,292,181 | \$5,289,086,644 | -15.72%  |
| New Listings                | 1,122         | 1,088         | -3.03%          | 18,420          | 19,235          | 4.42%    |
| Inventory                   | 2,765         | 3,491         | 26.26%          | 2,816           | 3,780           | 34.23%   |
| Months of Supply            | 3.16          | 5.14          | 62.52%          | 2.76            | 4.40            | 59.33%   |
| Sales to New Listings Ratio | 77.90%        | 62.41%        | -15.49%         | 60.88%          | 49.12%          | -11.77%  |
| Sales to List Price Ratio   | 97.22%        | 96.44%        | -0.78%          | 97.55%          | 96.97%          | -0.58%   |
| Days on Market              | 48            | 60            | 24.36%          | 38              | 47              | 23.68%   |
| Benchmark Price             | \$503,300     | \$486,000     | -3.44%          | \$504,591       | \$498,191       | -1.27%   |
| Median Price                | \$465,000     | \$455,000     | -2.15%          | \$492,500       | \$485,000       | -1.52%   |
| Average Price               | \$534,454     | \$532,262     | -0.41%          | \$559,545       | \$559,810       | 0.05%    |
| Index                       | 207           | 200           | -3.43%          | 207             | 205             | -1.27%   |
| <b>APARTMENT</b>            |               |               |                 |                 |                 |          |
| Total Sales                 | 224           | 240           | 7.14%           | 2,701           | 2,557           | -5.33%   |
| Total Sales Volume          | \$62,108,190  | \$65,974,558  | 6.23%           | \$794,021,363   | \$747,828,043   | -5.82%   |
| New Listings                | 446           | 344           | -22.87%         | 6,954           | 6,477           | -6.86%   |
| Inventory                   | 1,495         | 1,317         | -11.91%         | 1,639           | 1,634           | -0.31%   |
| Months of Supply            | 6.67          | 5.49          | -17.78%         | 6.67            | 7.03            | 5.31%    |
| Sales to New Listings Ratio | 50.22%        | 69.77%        | 19.54%          | 38.84%          | 39.48%          | 0.64%    |
| Sales to List Price Ratio   | 95.78%        | 95.42%        | -0.35%          | 96.37%          | 96.04%          | -0.33%   |
| Days on Market              | 66            | 65            | -0.56%          | 59              | 64              | 8.47%    |
| Benchmark Price             | \$258,400     | \$252,800     | -2.17%          | \$264,300       | \$257,109       | -2.72%   |
| Median Price                | \$251,000     | \$241,375     | -3.83%          | \$260,000       | \$253,000       | -2.69%   |
| Average Price               | \$277,269     | \$274,894     | -0.86%          | \$293,973       | \$292,463       | -0.51%   |
| Index                       | 179           | 175           | -2.18%          | 183             | 178             | -2.73%   |
| <b>ATTACHED</b>             |               |               |                 |                 |                 |          |
| Total Sales                 | 312           | 252           | -19.23%         | 3,959           | 3,344           | -15.53%  |
| Total Sales Volume          | \$122,933,929 | \$91,301,934  | -25.73%         | \$1,614,522,036 | \$1,323,670,992 | -18.01%  |
| New Listings                | 493           | 482           | -2.23%          | 7,534           | 7,847           | 4.15%    |
| Inventory                   | 1,423         | 1,693         | 18.97%          | 1,408           | 1,793           | 27.29%   |
| Months of Supply            | 4.56          | 6.72          | 47.30%          | 3.91            | 5.90            | 50.70%   |
| Sales to New Listings Ratio | 63.29%        | 52.28%        | -11.00%         | 52.55%          | 42.62%          | -9.93%   |
| Sales to List Price Ratio   | 96.99%        | 96.87%        | -0.12%          | 97.32%          | 97.14%          | -0.18%   |
| Days on Market              | 54            | 69            | 27.43%          | 49              | 56              | 14.29%   |
| Benchmark Price             | \$333,100     | \$321,800     | -3.39%          | \$332,800       | \$328,518       | -1.29%   |
| Median Price                | \$335,500     | \$320,000     | -4.62%          | \$343,500       | \$339,392       | -1.20%   |
| Average Price               | \$394,019     | \$362,309     | -8.05%          | \$407,811       | \$395,835       | -2.94%   |
| Index                       | 197           | 190           | -3.40%          | 197             | 194             | -1.29%   |
| <b>CITY OF CALGARY</b>      |               |               |                 |                 |                 |          |
| Total Sales                 | 1,410         | 1,171         | -16.95%         | 17,875          | 15,349          | -14.13%  |
| Total Sales Volume          | \$652,154,571 | \$518,682,156 | -20.47%         | \$8,683,835,580 | \$7,360,585,679 | -15.24%  |
| New Listings                | 2,061         | 1,914         | -7.13%          | 32,908          | 33,559          | 1.98%    |
| Inventory                   | 5,683         | 6,501         | 14.39%          | 5,863           | 7,206           | 22.91%   |
| Months of Supply            | 4.03          | 5.55          | 37.74%          | 3.61            | 5.16            | 43.13%   |
| Sales to New Listings Ratio | 68.41%        | 61.18%        | -7.23%          | 54.32%          | 45.74%          | -8.58%   |
| Sales to List Price Ratio   | 97.04%        | 96.38%        | -0.66%          | 97.40%          | 96.90%          | -0.50%   |
| Days on Market              | 52            | 63            | 20.47%          | 44              | 52              | 18.18%   |
| Benchmark Price             | \$436,800     | \$422,600     | -3.25%          | \$438,455       | \$432,545       | -1.35%   |
| Median Price                | \$412,000     | \$395,000     | -4.13%          | \$432,000       | \$422,000       | -2.31%   |
| Average Price               | \$462,521     | \$442,940     | -4.23%          | \$485,809       | \$479,548       | -1.29%   |
| Index                       | 201           | 194           | -3.24%          | 202             | 199             | -1.35%   |

For a list of definitions, see page 26.

Nov. 2018

|                                      | Nov-17        | Nov-18       | Y/Y %<br>Change | 2017 YTD        | 2018 YTD        | % Change |
|--------------------------------------|---------------|--------------|-----------------|-----------------|-----------------|----------|
| <b>CITY OF CALGARY SEMI-DETACHED</b> |               |              |                 |                 |                 |          |
| Total Sales                          | 125           | 108          | -13.60%         | 1,726           | 1,490           | -13.67%  |
| Total Sales Volume                   | \$63,820,003  | \$47,225,024 | -26.00%         | \$861,071,267   | \$727,910,280   | -15.46%  |
| Share of Sales with Condo Title      | 15.20%        | 16.67%       | 1.47%           | 16.62%          | 16.34%          | -0.28%   |
| New Listings                         | 192           | 207          | 7.81%           | 2,992           | 3,476           | 16.18%   |
| Inventory                            | 548           | 749          | 36.68%          | 521             | 763             | 46.51%   |
| Months of Supply                     | 4.38          | 6.94         | 58.19%          | 3.32            | 5.63            | 69.72%   |
| Sales to New Listings Ratio          | 65.10%        | 52.17%       | -12.93%         | 57.69%          | 42.87%          | -14.82%  |
| Sales to List Price Ratio            | 97.21%        | 97.26%       | 0.05%           | 97.48%          | 97.32%          | -0.16%   |
| Days on Market                       | 54            | 78           | 43.22%          | 45              | 53              | 17.78%   |
| Benchmark Price                      | \$414,500     | \$400,700    | -3.33%          | \$411,809       | \$411,682       | -0.03%   |
| Median Price                         | \$397,000     | \$355,000    | -10.58%         | \$404,700       | \$400,000       | -1.16%   |
| Average Price                        | \$510,560     | \$437,269    | -14.36%         | \$498,883       | \$488,530       | -2.08%   |
| Index                                | 210           | 203          | -3.34%          | 208             | 208             | -0.03%   |
| <b>CITY OF CALGARY ROW</b>           |               |              |                 |                 |                 |          |
| Total Sales                          | 187           | 144          | -22.99%         | 2,233           | 1,854           | -16.97%  |
| Total Sales Volume                   | \$59,113,926  | \$44,076,910 | -25.44%         | \$753,450,769   | \$595,760,711   | -20.93%  |
| Share of Sales with Condo Title      | 94.65%        | 88.19%       | -6.46%          | 94.80%          | 92.55%          | -2.24%   |
| New Listings                         | 301           | 275          | -8.64%          | 4,542           | 4,371           | -3.76%   |
| Inventory                            | 875           | 944          | 7.89%           | 887             | 1,029           | 16.00%   |
| Months of Supply                     | 4.68          | 6.56         | 40.10%          | 4.37            | 6.11            | 39.72%   |
| Sales to New Listings Ratio          | 62.13%        | 52.36%       | -9.76%          | 49.16%          | 42.42%          | -6.75%   |
| Sales to List Price Ratio            | 96.75%        | 96.46%       | -0.29%          | 97.14%          | 96.91%          | -0.23%   |
| Days on Market                       | 55            | 63           | 15.72%          | 51              | 59              | 15.69%   |
| Benchmark Price                      | \$303,100     | \$292,900    | -3.37%          | \$304,055       | \$297,664       | -2.10%   |
| Median Price                         | \$290,000     | \$287,000    | -1.03%          | \$309,500       | \$298,000       | -3.72%   |
| Average Price                        | \$316,117     | \$306,090    | -3.17%          | \$337,416       | \$321,338       | -4.77%   |
| Index                                | 190           | 183          | -3.37%          | 190             | 186             | -2.10%   |
| <b>CITY OF CALGARY ATTACHED</b>      |               |              |                 |                 |                 |          |
| Total Sales                          | 312           | 252          | -19.23%         | 3,959           | 3,344           | -15.53%  |
| Total Sales Volume                   | \$122,933,929 | \$91,301,934 | -25.73%         | \$1,614,522,036 | \$1,323,670,992 | -18.01%  |
| Share of Sales with Condo Title      | 62.82%        | 57.54%       | -8.41%          | 60.87%          | 58.60%          | -3.73%   |
| New Listings                         | 493           | 482          | -2.23%          | 7,534           | 7,847           | 4.15%    |
| Inventory                            | 1,423         | 1,693        | 18.97%          | 1,408           | 1,793           | 27.29%   |
| Months of Supply                     | 4.56          | 6.72         | 47.30%          | 3.91            | 5.90            | 50.70%   |
| Sales to New Listings Ratio          | 63.29%        | 52.28%       | -11.00%         | 52.55%          | 42.62%          | -9.93%   |
| Sales to List Price Ratio            | 96.99%        | 96.87%       | -0.12%          | 97.32%          | 97.14%          | -0.18%   |
| Days on Market                       | 54            | 69           | 27.43%          | 49              | 56              | 14.29%   |
| Benchmark Price                      | \$333,100     | \$321,800    | -3.39%          | \$332,800       | \$328,518       | -1.29%   |
| Median Price                         | \$335,500     | \$320,000    | -4.62%          | \$343,500       | \$339,392       | -1.20%   |
| Average Price                        | \$394,019     | \$362,309    | -8.05%          | \$407,811       | \$395,835       | -2.94%   |
| Index                                | 197           | 190          | -3.40%          | 197             | 194             | -1.29%   |

For a list of definitions, see page 26.

| November 2018        | 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         | 156          | 50.64%                      | 516          | 6.53             | \$667,500        | -2.77%                                | 0.00%                                   |
| North East           | 68         | 132          | 51.52%                      | 391          | 5.75             | \$368,800        | -2.38%                                | 1.10%                                   |
| North                | 104        | 154          | 67.53%                      | 455          | 4.38             | \$423,000        | -2.06%                                | -0.35%                                  |
| North West           | 89         | 148          | 60.14%                      | 504          | 5.66             | \$516,900        | -5.71%                                | -1.92%                                  |
| West                 | 72         | 118          | 61.02%                      | 410          | 5.69             | \$713,400        | -3.25%                                | -1.03%                                  |
| South                | 153        | 203          | 75.37%                      | 654          | 4.27             | \$449,800        | -5.19%                                | -2.62%                                  |
| South East           | 90         | 141          | 63.83%                      | 474          | 5.27             | \$435,200        | -2.55%                                | -0.21%                                  |
| East                 | 25         | 35           | 71.43%                      | 85           | 3.40             | \$345,800        | -2.37%                                | 0.46%                                   |
| <b>TOTAL CITY</b>    | <b>679</b> | <b>1,088</b> | <b>62.41%</b>               | <b>3,491</b> | <b>5.14</b>      | <b>\$486,000</b> | <b>-3.44%</b>                         | <b>-0.86%</b>                           |
| <b>Apartment</b>     |            |              |                             |              |                  |                  |                                       |   |
| City Centre          | 119        | 177          | 67.23%                      | 676          | 5.68             | \$277,300        | -2.36%                                | -2.01%                                  |
| North East           | 12         | 13           | 92.31%                      | 52           | 4.33             | \$226,400        | -1.48%                                | -0.75%                                  |
| North                | 11         | 17           | 64.71%                      | 75           | 6.82             | \$212,200        | -0.66%                                | 0.66%                                   |
| North West           | 26         | 26           | 100.00%                     | 104          | 4.00             | \$242,000        | -0.58%                                | 1.04%                                   |
| West                 | 22         | 35           | 62.86%                      | 146          | 6.64             | \$234,800        | -6.23%                                | -2.73%                                  |
| South                | 24         | 43           | 55.81%                      | 144          | 6.00             | \$222,300        | -2.24%                                | -2.50%                                  |
| South East           | 22         | 24           | 91.67%                      | 94           | 4.27             | \$237,700        | 0.04%                                 | -4.65%                                  |
| East                 | 4          | 10           | 40.00%                      | 26           | 6.50             | \$186,000        | -3.02%                                | -0.64%                                  |
| <b>TOTAL CITY</b>    | <b>240</b> | <b>344</b>   | <b>69.77%</b>               | <b>1,317</b> | <b>5.49</b>      | <b>\$252,800</b> | <b>-2.17%</b>                         | <b>-1.71%</b>                           |
| <b>Semi-detached</b> |            |              |                             |              |                  |                  |                                       |   |
| City Centre          | 35         | 82           | 42.68%                      | 329          | 9.40             | \$733,200        | -4.09%                                | -0.19%                                  |
| North East           | 13         | 18           | 72.22%                      | 72           | 5.54             | \$289,900        | -3.33%                                | -0.38%                                  |
| North                | 9          | 13           | 69.23%                      | 53           | 5.89             | \$325,600        | 2.62%                                 | -1.33%                                  |
| North West           | 11         | 24           | 45.83%                      | 60           | 5.45             | \$373,400        | -4.70%                                | -1.87%                                  |
| West                 | 11         | 24           | 45.83%                      | 75           | 6.82             | \$499,500        | -3.40%                                | -0.60%                                  |
| South                | 10         | 19           | 52.63%                      | 69           | 6.90             | \$315,500        | -6.71%                                | -2.17%                                  |
| South East           | 12         | 20           | 60.00%                      | 61           | 5.08             | \$309,600        | -2.98%                                | -0.39%                                  |
| East                 | 7          | 7            | 100.00%                     | 30           | 4.29             | \$291,000        | -3.19%                                | -0.24%                                  |
| <b>TOTAL CITY</b>    | <b>108</b> | <b>207</b>   | <b>52.17%</b>               | <b>749</b>   | <b>6.94</b>      | <b>\$400,700</b> | <b>-3.33%</b>                         | <b>-0.67%</b>                           |
| <b>Row</b>           |            |              |                             |              |                  |                  |                                       |   |
| City Centre          | 26         | 55           | 47.27%                      | 186          | 7.15             | \$465,400        | -3.14%                                | -0.28%                                  |
| North East           | 22         | 30           | 73.33%                      | 99           | 4.50             | \$200,200        | -3.33%                                | 2.72%                                   |
| North                | 19         | 35           | 54.29%                      | 144          | 7.58             | \$250,700        | -4.79%                                | -0.79%                                  |
| North West           | 12         | 33           | 36.36%                      | 90           | 7.50             | \$301,500        | -2.62%                                | -0.99%                                  |
| West                 | 17         | 32           | 53.13%                      | 142          | 8.35             | \$332,800        | -3.51%                                | 0.06%                                   |
| South                | 23         | 43           | 53.49%                      | 135          | 5.87             | \$250,400        | -5.04%                                | -0.16%                                  |
| South East           | 19         | 41           | 46.34%                      | 127          | 6.68             | \$289,700        | -2.13%                                | -0.48%                                  |
| East                 | 6          | 6            | 100.00%                     | 21           | 3.50             | \$169,000        | -7.85%                                | -1.74%                                  |
| <b>TOTAL CITY</b>    | <b>144</b> | <b>275</b>   | <b>52.36%</b>               | <b>944</b>   | <b>6.56</b>      | <b>\$292,900</b> | <b>-3.37%</b>                         | <b>-0.17%</b>                           |

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

## City of Calgary

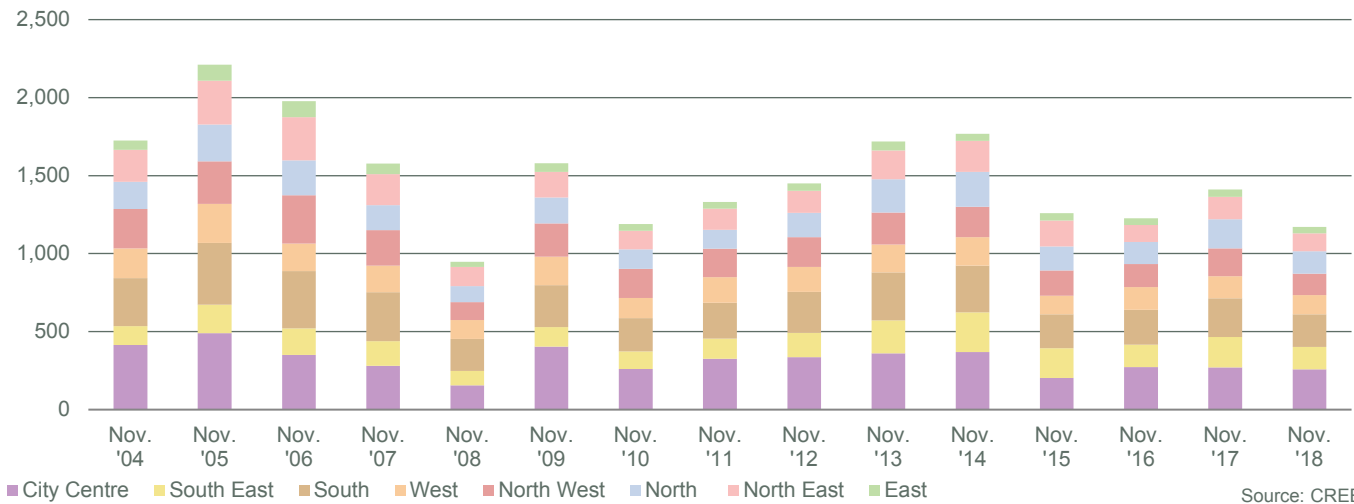
- City Centre
- West
- North
- South East
- North East
- South
- North West
- East



Nov. 2018

TOTAL SALES

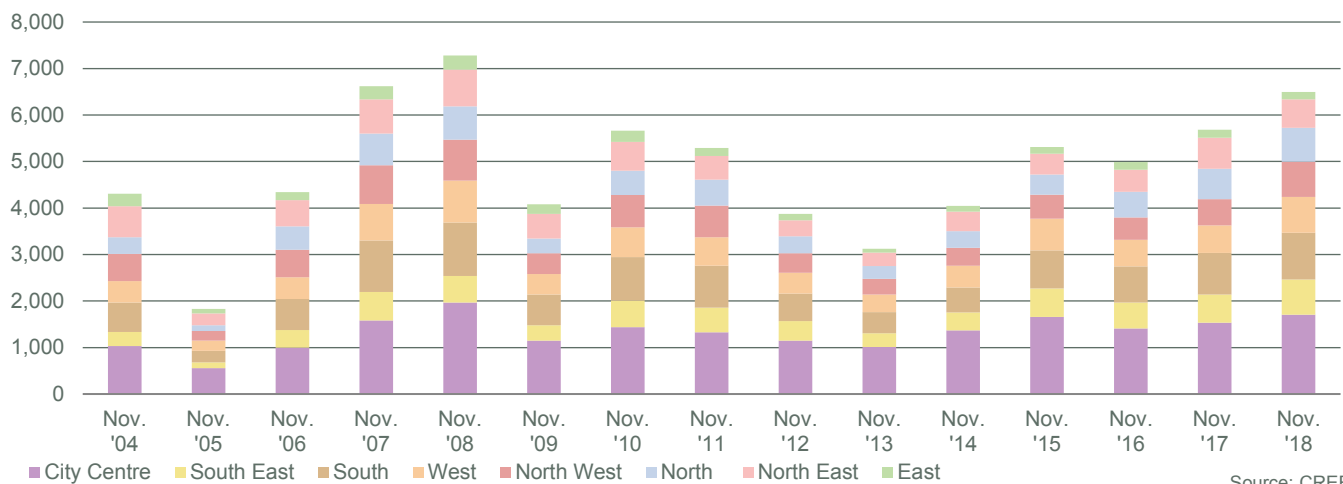
NOVEMBER



Source: CREB®

TOTAL INVENTORY

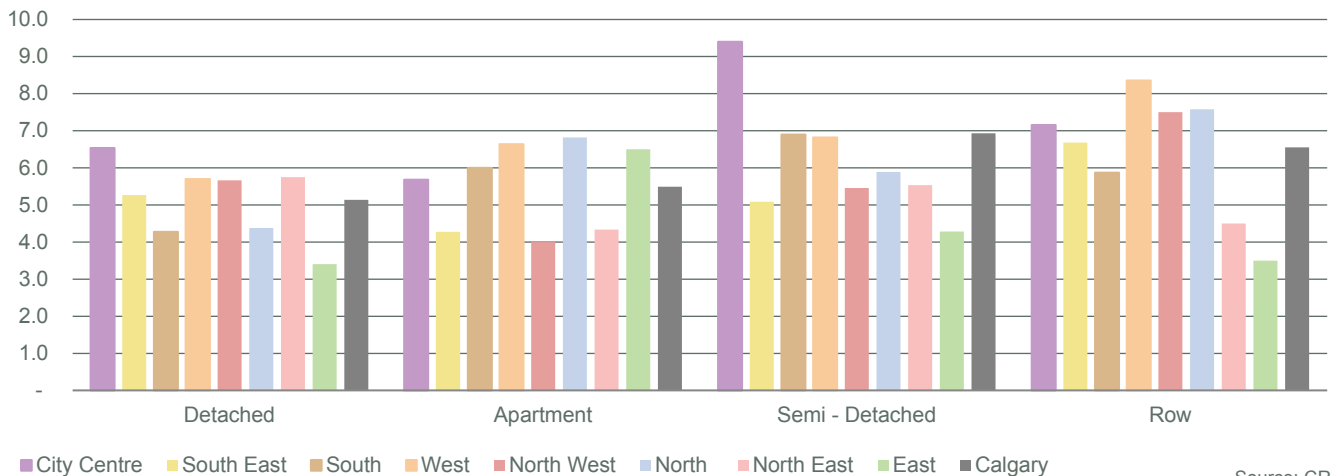
NOVEMBER



Source: CREB®

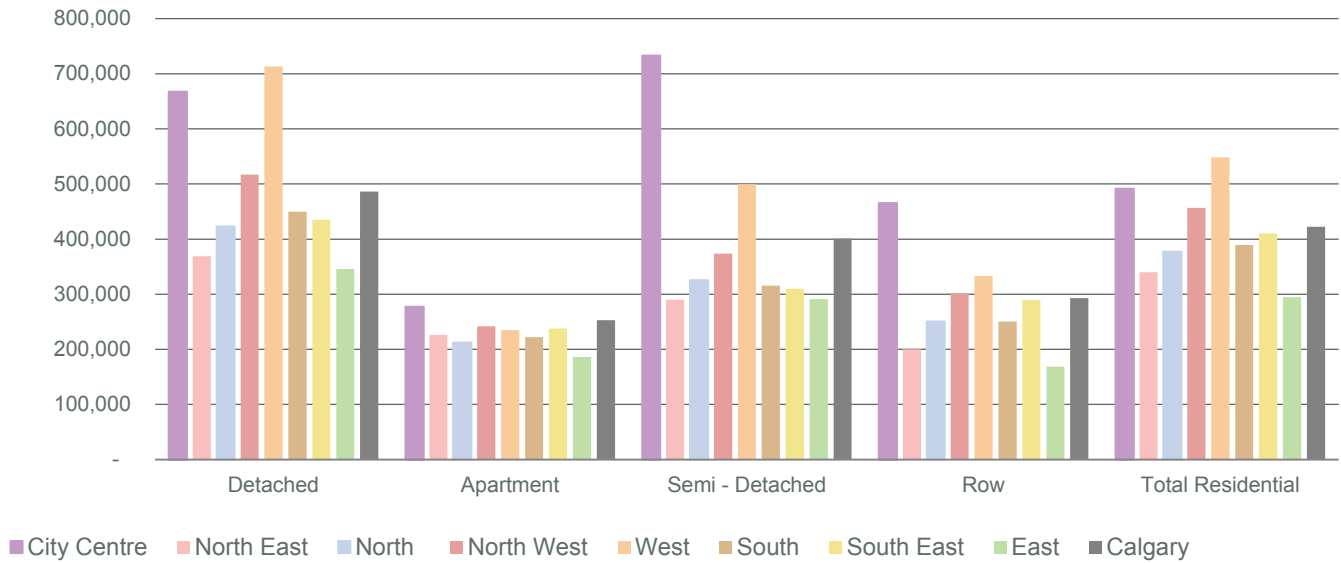
MONTHS OF SUPPLY

NOVEMBER



Source: CREB®

## BENCHMARK PRICE - NOVEMBER



Source: CREB®

## YEAR OVER YEAR PRICE GROWTH COMPARISON - NOVEMBER



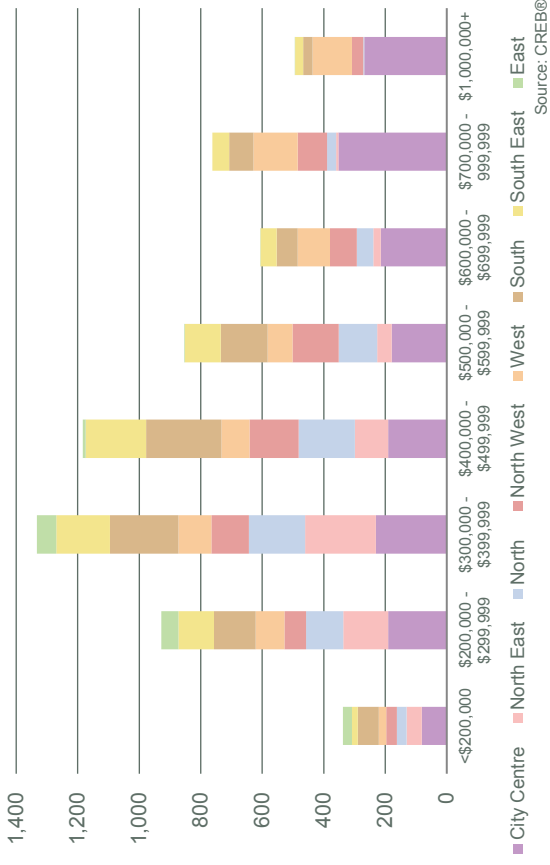
Source: CREB®

## TYPICAL HOME ATTRIBUTES - DETACHED HOMES

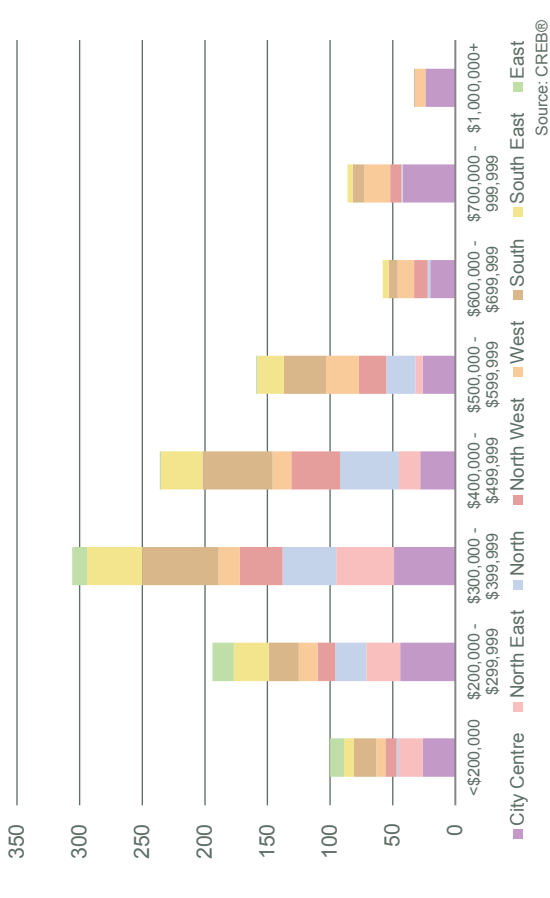
|                                  | City Centre | North East | North | North West | West  | South | South East | East  | City of Calgary |
|----------------------------------|-------------|------------|-------|------------|-------|-------|------------|-------|-----------------|
| Gross Living Area (Above Ground) | 1,233       | 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               |

Nov. 2018

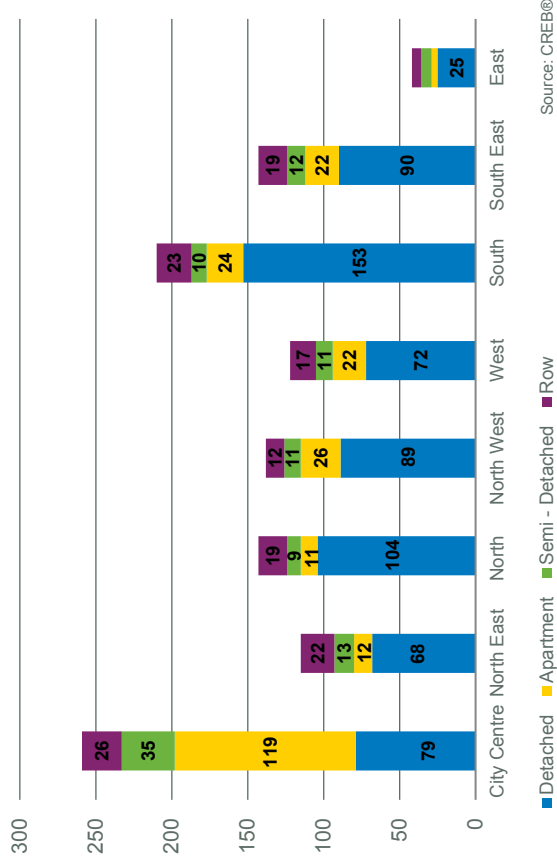
### TOTAL INVENTORY BY PRICE RANGE - NOVEMBER



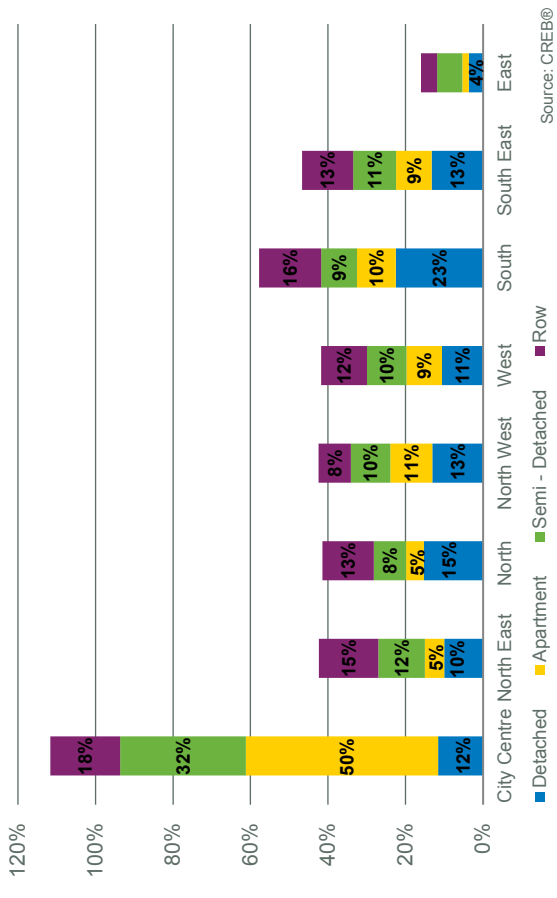
### TOTAL SALES BY PRICE RANGE - NOVEMBER



### SALES BY PROPERTY TYPE - NOVEMBER



### SHARE OF CITY WIDE SALES - NOVEMBER





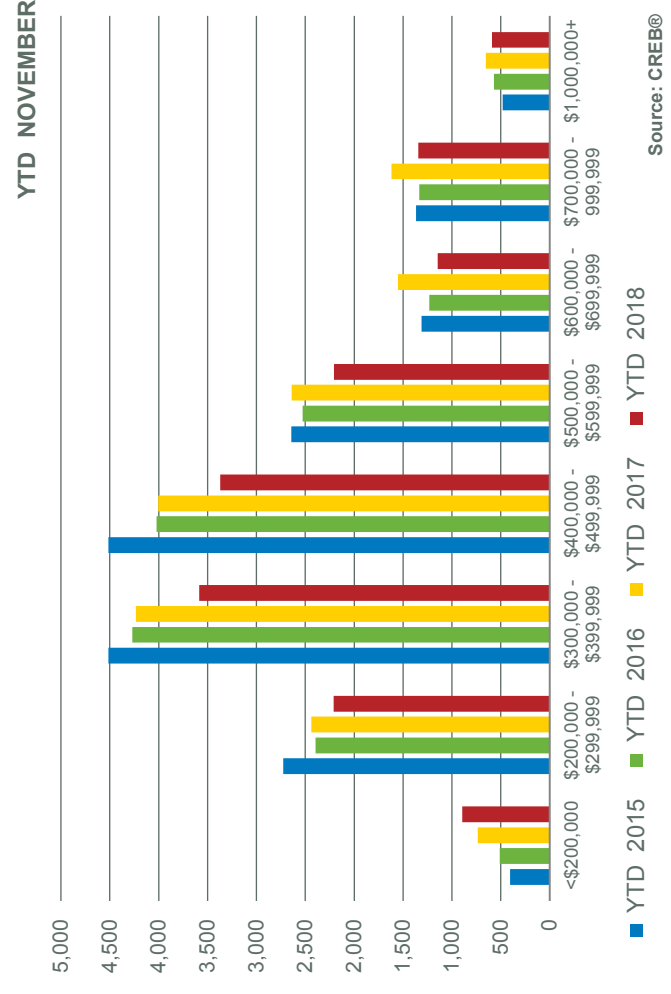
Nov. 2018

|                 | 2017 | Jan.    | Feb.    | Mar.    | Apr.    | May     | Jun.    | Jul.    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    |
|-----------------|------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>Sales</b>    |      | 943     | 1,334   | 1,890   | 1,900   | 2,115   | 2,136   | 1,625   | 1,595   | 1,460   | 1,467   | 1,410   | 1,009   |
| New Listings    |      | 2,383   | 2,459   | 3,240   | 3,295   | 3,864   | 3,753   | 2,978   | 3,004   | 3,263   | 2,608   | 2,061   | 1,221   |
| Inventory       |      | 4,110   | 4,502   | 5,124   | 5,518   | 6,213   | 6,669   | 6,696   | 6,619   | 6,882   | 6,479   | 5,683   | 4,322   |
| Days on Market  |      | 53      | 48      | 42      | 39      | 37      | 38      | 43      | 45      | 45      | 50      | 52      | 58      |
| Benchmark Price |      | 433,700 | 433,500 | 434,600 | 435,900 | 439,600 | 441,600 | 443,700 | 442,600 | 441,800 | 439,200 | 436,800 | 433,300 |
| Median Price    |      | 425,000 | 428,000 | 435,000 | 445,000 | 448,000 | 452,500 | 425,000 | 428,000 | 423,000 | 415,000 | 412,000 | 410,000 |
| Average Price   |      | 467,509 | 480,786 | 490,980 | 495,002 | 504,230 | 500,889 | 477,948 | 478,280 | 485,041 | 475,097 | 462,521 | 453,239 |
| Index           |      | 200     | 199     | 200     | 201     | 202     | 203     | 204     | 204     | 203     | 202     | 201     | 199     |
| <b>2018</b>     |      |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           |      | 959     | 1,089   | 1,369   | 1,514   | 1,725   | 1,895   | 1,548   | 1,491   | 1,268   | 1,320   | 1,171   |         |
| New Listings    |      | 2,456   | 2,403   | 3,445   | 3,564   | 4,367   | 3,869   | 2,962   | 3,057   | 3,086   | 2,436   | 1,914   |         |
| Inventory       |      | 4,640   | 5,207   | 6,389   | 7,334   | 8,458   | 8,830   | 8,473   | 8,139   | 7,961   | 7,337   | 6,501   |         |
| Days on Market  |      | 61      | 51      | 45      | 47      | 46      | 46      | 52      | 56      | 56      | 60      | 63      |         |
| Benchmark Price |      | 432,400 | 434,600 | 435,700 | 436,600 | 437,000 | 436,600 | 435,500 | 432,000 | 428,700 | 426,300 | 422,600 |         |
| Median Price    |      | 415,000 | 425,000 | 439,000 | 430,500 | 428,000 | 434,000 | 423,500 | 427,000 | 413,000 | 410,250 | 395,000 |         |
| Average Price   |      | 468,023 | 493,008 | 495,374 | 478,116 | 490,207 | 494,035 | 479,159 | 483,752 | 466,080 | 468,444 | 442,940 |         |
| Index           |      | 199     | 200     | 200     | 201     | 201     | 201     | 200     | 199     | 197     | 196     | 194     |         |

### CALGARY TOTAL SALES

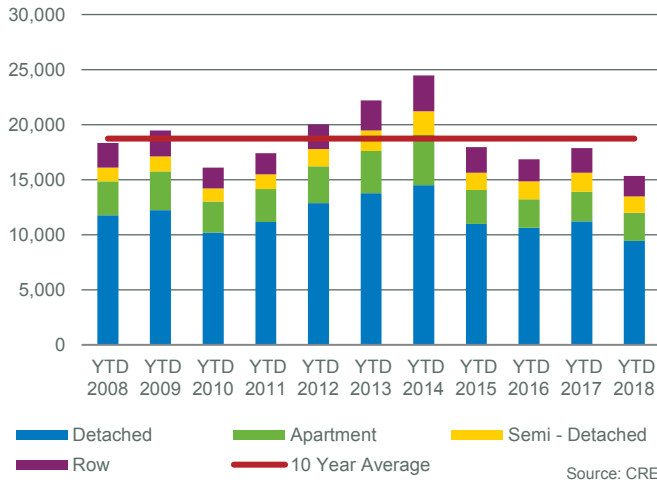
|                           | Nov-17 | Nov-18 | YTD 2017 | YTD 2018 |
|---------------------------|--------|--------|----------|----------|
| >\$100,000                | 1      | 2      | 3        | 9        |
| \$100,000 - \$199,999     | 88     | 98     | 733      | 885      |
| \$200,000 - \$299,999     | 195    | 194    | 2,437    | 2,209    |
| \$300,000 - \$349,999     | 152    | 142    | 1,891    | 1,661    |
| \$350,000 - \$399,999     | 224    | 163    | 2,341    | 1,926    |
| \$400,000 - \$449,999     | 172    | 148    | 2,193    | 1,938    |
| \$450,000 - \$499,999     | 145    | 88     | 1,812    | 1,431    |
| \$500,000 - \$549,999     | 106    | 99     | 1,497    | 1,265    |
| \$550,000 - \$599,999     | 79     | 60     | 1,143    | 941      |
| \$600,000 - \$649,999     | 52     | 36     | 849      | 654      |
| \$650,000 - \$699,999     | 42     | 22     | 702      | 492      |
| \$700,000 - \$799,999     | 59     | 50     | 853      | 707      |
| \$800,000 - \$899,999     | 31     | 23     | 515      | 411      |
| \$900,000 - \$999,999     | 14     | 13     | 252      | 228      |
| \$1,000,000 - \$1,249,999 | 25     | 14     | 333      | 255      |
| \$1,250,000 - \$1,499,999 | 11     | 11     | 153      | 147      |
| \$1,500,000 - \$1,749,999 | 5      | 3      | 69       | 73       |
| \$1,750,000 - \$1,999,999 | 5      | 1      | 44       | 46       |
| \$2,000,000 - \$2,499,999 | 4      | -      | 26       | 38       |
| \$2,500,000 - \$2,999,999 | -      | 1      | 17       | 16       |
| \$3,000,000 - \$3,499,999 | -      | 2      | 4        | 10       |
| \$3,500,000 - \$3,999,999 | -      | 1      | 6        | 5        |
| \$4,000,000 +             | -      | -      | 2        | 2        |
|                           | 1,410  | 1,171  | 17,875   | 15,349   |

### CITY OF CALGARY TOTAL SALES BY PRICE RANGE



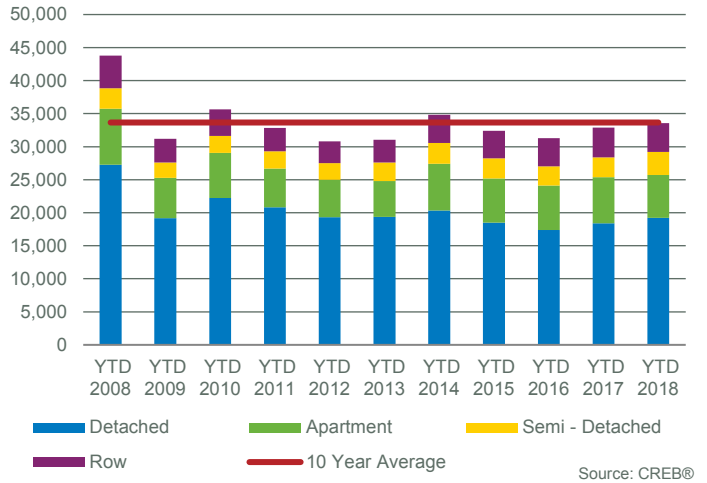
CITY OF CALGARY TOTAL SALES

YTD NOVEMBER



CITY OF CALGARY TOTAL NEW LISTINGS

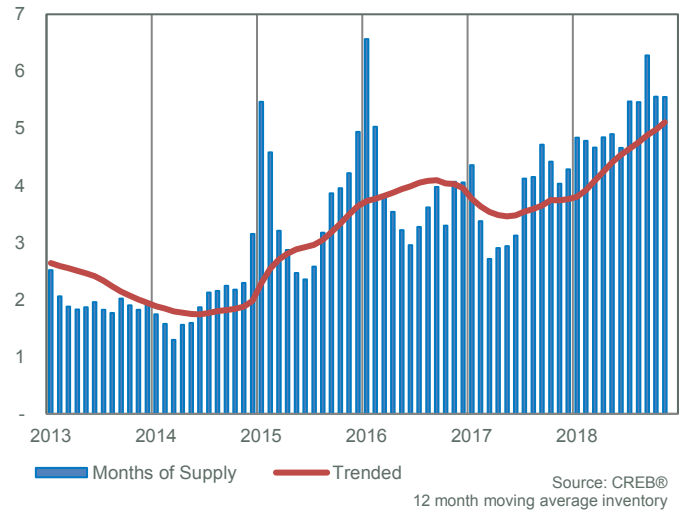
YTD NOVEMBER



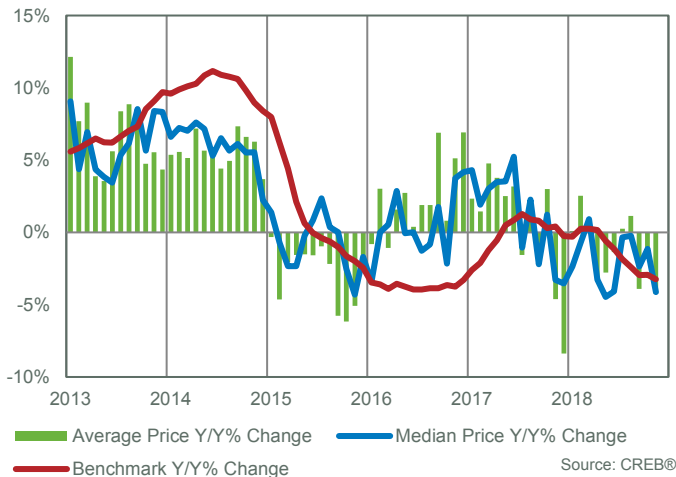
CITY OF CALGARY TOTAL INVENTORY AND SALES



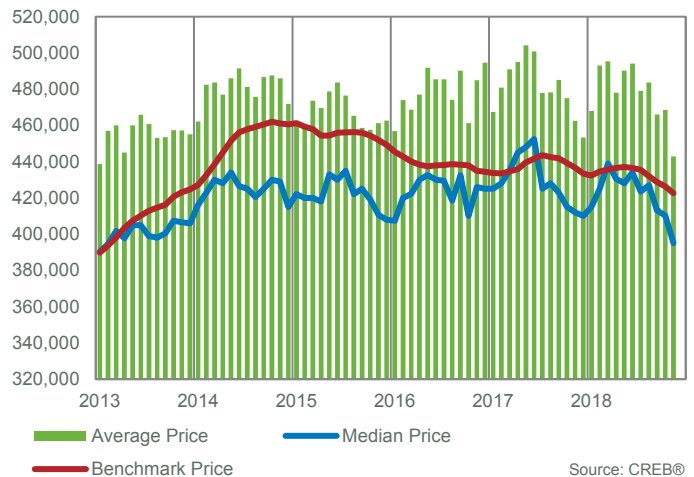
CITY OF CALGARY TOTAL MONTHS OF INVENTORY



CITY OF CALGARY TOTAL PRICE CHANGE



CITY OF CALGARY TOTAL PRICES

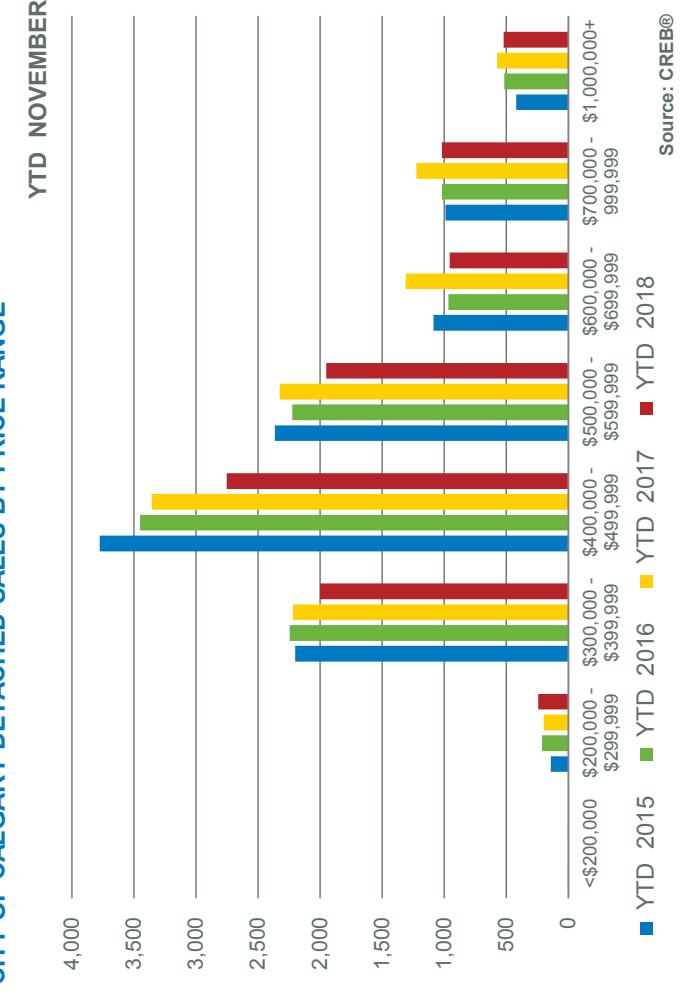


|                 | 2017 | Jan.    | Feb.    | Mar.    | Apr.    | May     | Jun.    | Jul.    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    |
|-----------------|------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>2017</b>     |      |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           |      | 581     | 822     | 1,171   | 1,192   | 1,374   | 1,381   | 1,011   | 983     | 919     | 907     | 874     | 617     |
| New Listings    |      | 1,228   | 1,293   | 1,796   | 1,861   | 2,239   | 2,165   | 1,688   | 1,674   | 1,870   | 1,484   | 1,122   | 675     |
| Inventory       |      | 1,848   | 1,995   | 2,324   | 2,543   | 2,966   | 3,227   | 3,280   | 3,277   | 3,494   | 3,257   | 2,765   | 2,040   |
| Days on Market  |      | 47      | 42      | 38      | 32      | 31      | 32      | 38      | 40      | 42      | 44      | 48      | 52      |
| Benchmark Price |      | 497,700 | 498,500 | 499,700 | 501,600 | 506,000 | 508,700 | 511,100 | 510,200 | 508,200 | 505,500 | 503,300 | 498,700 |
| Median Price    |      | 485,000 | 492,250 | 490,000 | 502,250 | 510,000 | 513,000 | 495,000 | 491,000 | 482,500 | 474,000 | 465,000 | 462,000 |
| Average Price   |      | 545,857 | 557,661 | 571,725 | 562,626 | 580,590 | 569,822 | 553,430 | 552,007 | 556,463 | 544,998 | 534,454 | 522,751 |
| Index           |      | 204     | 205     | 205     | 206     | 208     | 209     | 210     | 210     | 209     | 208     | 207     | 205     |
| <b>2018</b>     |      |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           |      | 584     | 653     | 844     | 906     | 1,059   | 1,209   | 969     | 928     | 788     | 829     | 679     |         |
| New Listings    |      | 1,288   | 1,294   | 1,870   | 2,005   | 2,661   | 2,304   | 1,732   | 1,820   | 1,784   | 1,389   | 1,088   |         |
| Inventory       |      | 2,200   | 2,458   | 3,078   | 3,651   | 4,504   | 4,816   | 4,593   | 4,445   | 4,355   | 3,987   | 3,491   |         |
| Days on Market  |      | 55      | 45      | 37      | 41      | 40      | 41      | 49      | 51      | 52      | 57      | 60      |         |
| Benchmark Price |      | 498,700 | 502,100 | 502,800 | 503,800 | 503,600 | 502,100 | 500,700 | 497,000 | 493,100 | 490,200 | 486,000 |         |
| Median Price    |      | 474,000 | 497,000 | 509,450 | 495,000 | 500,000 | 496,500 | 485,000 | 485,000 | 471,250 | 470,000 | 455,000 |         |
| Average Price   |      | 545,711 | 575,329 | 588,654 | 558,840 | 577,253 | 573,729 | 560,534 | 563,704 | 539,705 | 543,462 | 532,262 |         |
| Index           |      | 205     | 206     | 207     | 207     | 207     | 206     | 206     | 204     | 203     | 201     | 200     |         |

**CALGARY TOTAL SALES**

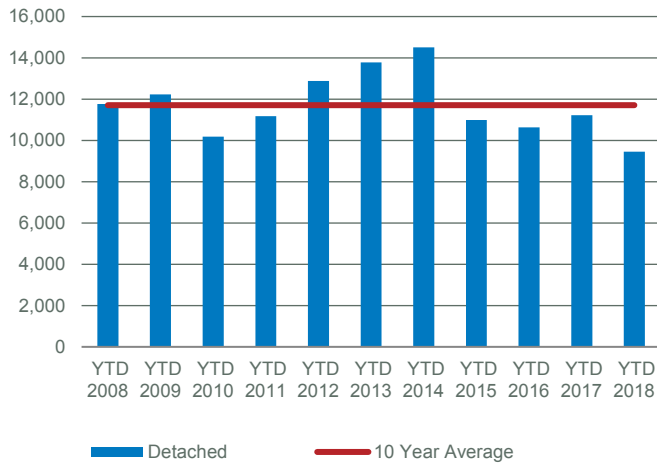
|                           | Nov-17 | Nov-18 | YTD 2017 | YTD 2018 | YTD 2018 |
|---------------------------|--------|--------|----------|----------|----------|
| >\$100,000                | -      | -      | 5        | 2        |          |
| \$100,000 - \$199,999     | 20     | 25     | 199      | 243      |          |
| \$200,000 - \$299,999     | 73     | 63     | 712      | 695      |          |
| \$300,000 - \$349,999     | 153    | 113    | 1,508    | 1,306    |          |
| \$350,000 - \$399,999     | 140    | 124    | 1,783    | 1,565    |          |
| \$400,000 - \$449,999     | 125    | 75     | 1,573    | 1,188    |          |
| \$450,000 - \$499,999     | 96     | 88     | 1,311    | 1,126    |          |
| \$500,000 - \$549,999     | 70     | 51     | 1,015    | 825      |          |
| \$550,000 - \$599,999     | 47     | 27     | 723      | 551      |          |
| \$600,000 - \$649,999     | 30     | 16     | 587      | 407      |          |
| \$650,000 - \$699,999     | 42     | 36     | 638      | 516      |          |
| \$700,000 - \$799,999     | 23     | 19     | 391      | 323      |          |
| \$800,000 - \$899,999     | 12     | 12     | 197      | 180      |          |
| \$900,000 - \$999,999     | 20     | 12     | 280      | 213      |          |
| \$1,000,000 - \$1,249,999 | 9      | 10     | 133      | 133      |          |
| \$1,250,000 - \$1,499,999 | 5      | 3      | 65       | 65       |          |
| \$1,500,000 - \$1,749,999 | 5      | 1      | 43       | 43       |          |
| \$1,750,000 - \$1,999,999 | 4      | -      | 24       | 36       |          |
| \$2,000,000 - \$2,499,999 | -      | 1      | 17       | 14       |          |
| \$2,500,000 - \$2,999,999 | -      | 2      | 4        | 10       |          |
| \$3,000,000 - \$3,499,999 | -      | 1      | 6        | 5        |          |
| \$3,500,000 - \$3,999,999 | -      | -      | 1        | 2        |          |
| \$4,000,000 +             | 874    | 679    | 11,215   | 9,448    |          |

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



CITY OF CALGARY DETACHED SALES

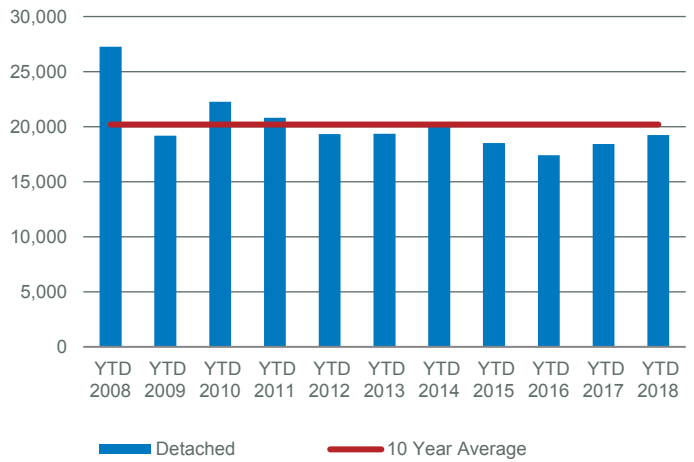
YTD NOVEMBER



Source: CREB®

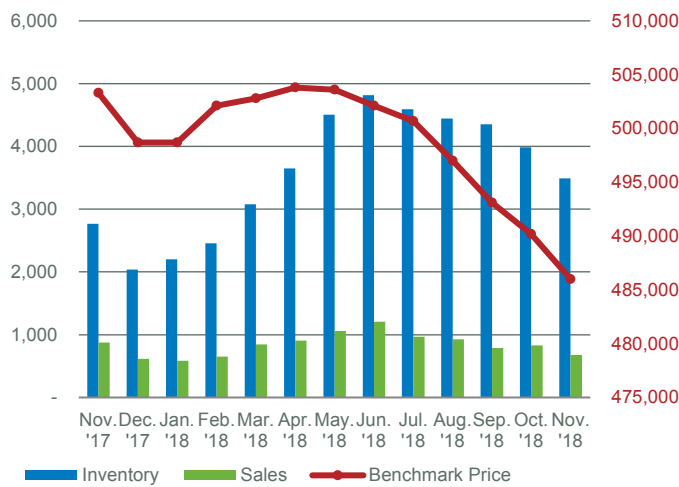
CITY OF CALGARY DETACHED NEW LISTINGS

YTD NOVEMBER



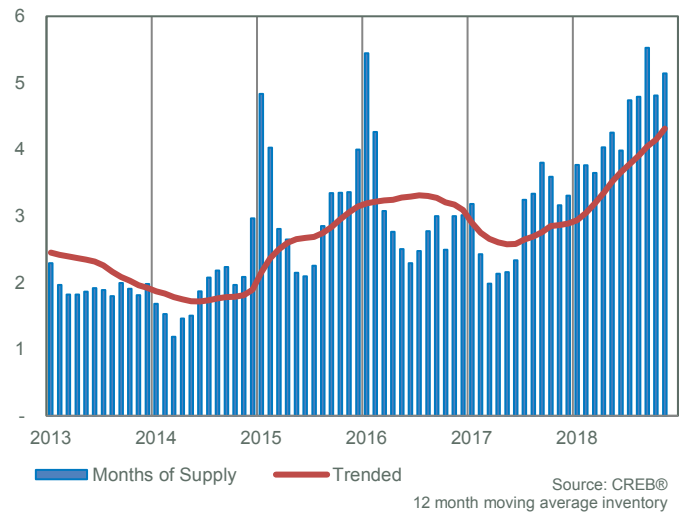
Source: CREB®

CITY OF CALGARY DETACHED INVENTORY AND SALES



Source: CREB®

CITY OF CALGARY DETACHED MONTHS OF INVENTORY



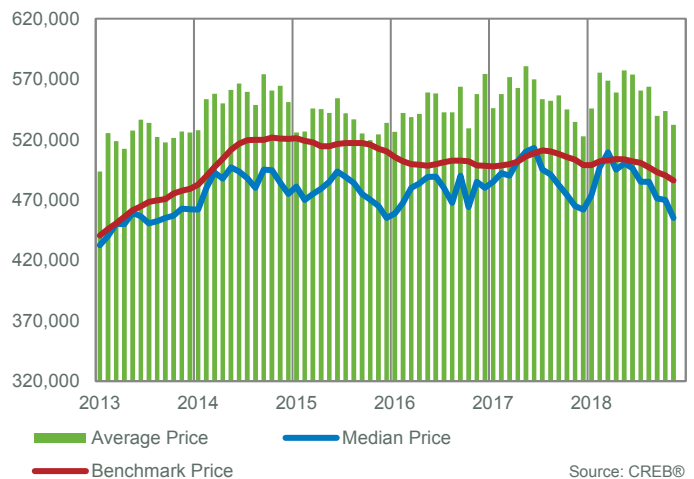
Source: CREB®  
12 month moving average inventory

CITY OF CALGARY DETACHED PRICE CHANGE



Source: CREB®

CITY OF CALGARY DETACHED PRICES



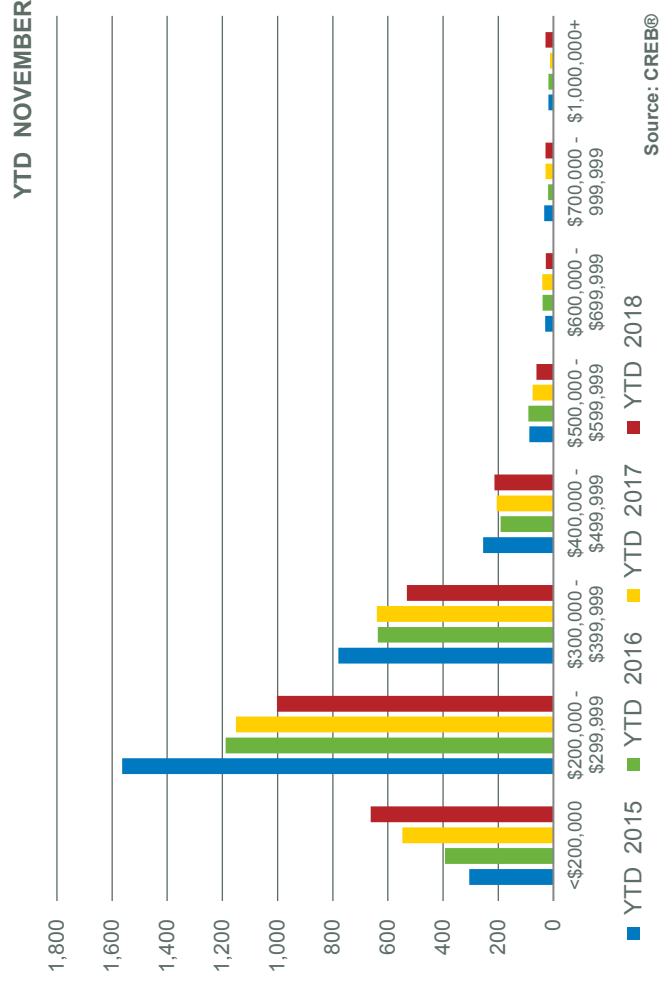
Source: CREB®

Nov. 2018

|                 | 2017    | Jan.    | Feb.    | Mar.    | Apr.    | May     | Jun.    | Jul.    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>2017</b>     |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           | 151     | 235     | 297     | 283     | 282     | 284     | 254     | 248     | 248     | 209     | 234     | 224     | 170     |
| New Listings    | 623     | 583     | 726     | 691     | 768     | 729     | 614     | 644     | 644     | 629     | 501     | 446     | 261     |
| Inventory       | 1,266   | 1,390   | 1,578   | 1,653   | 1,781   | 1,871   | 1,813   | 1,767   | 1,774   | 1,774   | 1,640   | 1,495   | 1,183   |
| Days on Market  | 68      | 66      | 56      | 49      | 55      | 55      | 59      | 60      | 60      | 56      | 67      | 66      | 81      |
| Benchmark Price | 265,400 | 264,600 | 265,200 | 264,600 | 267,100 | 265,900 | 266,500 | 263,600 | 263,600 | 264,300 | 261,700 | 258,400 | 257,800 |
| Median Price    | 258,500 | 275,000 | 251,500 | 267,000 | 270,000 | 274,000 | 257,750 | 255,000 | 255,000 | 247,500 | 256,000 | 251,000 | 250,000 |
| Average Price   | 282,429 | 314,498 | 280,130 | 303,361 | 296,999 | 323,341 | 286,643 | 285,254 | 285,254 | 283,796 | 290,016 | 277,269 | 271,340 |
| Index           | 183     | 183     | 183     | 183     | 185     | 184     | 184     | 182     | 182     | 183     | 181     | 179     | 178     |
| <b>2018</b>     |         |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           | 145     | 197     | 219     | 261     | 282     | 292     | 254     | 242     | 242     | 212     | 213     | 240     |         |
| New Listings    | 588     | 544     | 721     | 725     | 776     | 659     | 541     | 546     | 546     | 560     | 473     | 344     |         |
| Inventory       | 1,290   | 1,436   | 1,695   | 1,853   | 1,924   | 1,877   | 1,781   | 1,668   | 1,668   | 1,624   | 1,508   | 1,317   |         |
| Days on Market  | 76      | 68      | 64      | 59      | 59      | 59      | 62      | 71      | 71      | 66      | 69      | 65      |         |
| Benchmark Price | 256,400 | 256,700 | 257,400 | 256,800 | 256,400 | 259,300 | 259,900 | 258,100 | 258,100 | 257,200 | 257,200 | 252,800 |         |
| Median Price    | 255,000 | 270,000 | 252,500 | 255,000 | 250,000 | 260,500 | 245,000 | 258,000 | 258,000 | 252,250 | 255,000 | 241,375 |         |
| Average Price   | 298,942 | 325,905 | 300,005 | 286,118 | 289,715 | 290,344 | 280,879 | 294,787 | 294,787 | 300,967 | 286,192 | 274,894 |         |
| Index           | 177     | 177     | 178     | 178     | 177     | 179     | 180     | 178     | 178     | 178     | 178     | 175     |         |

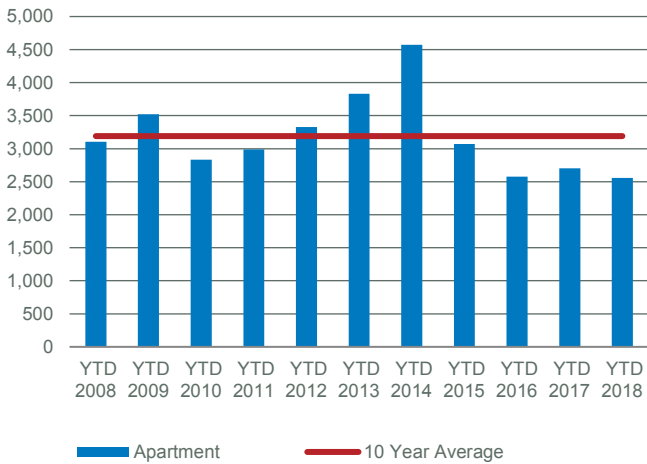
| CALGARY TOTAL SALES       | Nov-17     | Nov-18     | YTD 2017     | YTD 2018     |
|---------------------------|------------|------------|--------------|--------------|
| >\$100,000                | -          | 2          | 2            | 8            |
| \$100,000 - \$199,999     | 62         | 72         | 546          | 655          |
| \$200,000 - \$299,999     | 85         | 92         | 1,151        | 1,002        |
| \$300,000 - \$349,999     | 31         | 29         | 387          | 352          |
| \$350,000 - \$399,999     | 19         | 17         | 253          | 179          |
| \$400,000 - \$449,999     | 11         | 12         | 128          | 121          |
| \$450,000 - \$499,999     | 9          | 6          | 78           | 93           |
| \$500,000 - \$549,999     | 3          | 3          | 52           | 37           |
| \$550,000 - \$599,999     | -          | -          | 23           | 25           |
| \$600,000 - \$649,999     | 1          | 1          | 25           | 18           |
| \$650,000 - \$699,999     | -          | 1          | 15           | 9            |
| \$700,000 - \$799,999     | 2          | 1          | 14           | 11           |
| \$800,000 - \$899,999     | 1          | 1          | 7            | 10           |
| \$900,000 - \$999,999     | -          | -          | 8            | 8            |
| \$1,000,000 - \$1,249,999 | -          | 2          | 4            | 8            |
| \$1,250,000 - \$1,499,999 | -          | 1          | 3            | 9            |
| \$1,500,000 - \$1,749,999 | -          | -          | 1            | 7            |
| \$1,750,000 - \$1,999,999 | -          | -          | 1            | 2            |
| \$2,000,000 - \$2,499,999 | -          | -          | 2            | 1            |
| \$2,500,000 - \$2,999,999 | -          | -          | -            | 2            |
| \$3,000,000 - \$3,499,999 | -          | -          | -            | -            |
| \$3,500,000 - \$3,999,999 | -          | -          | -            | -            |
| \$4,000,000 +             | -          | -          | 1            | -            |
| <b>TOTAL</b>              | <b>224</b> | <b>240</b> | <b>2,701</b> | <b>2,557</b> |

### CITY OF CALGARY APARTMENT SALES BY PRICE RANGE



CITY OF CALGARY APARTMENT SALES

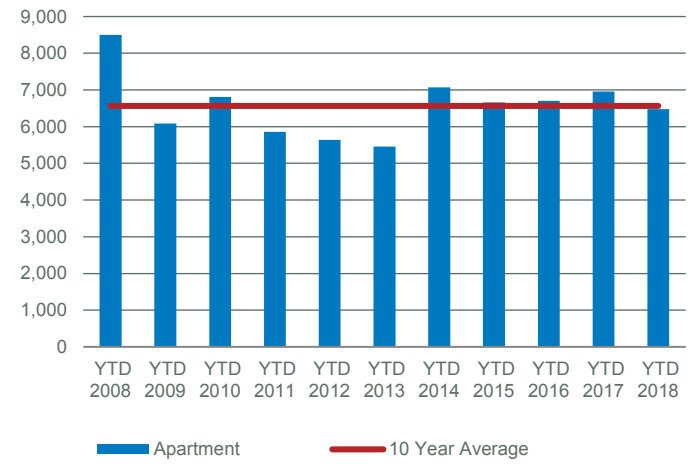
YTD NOVEMBER



Source: CREB®

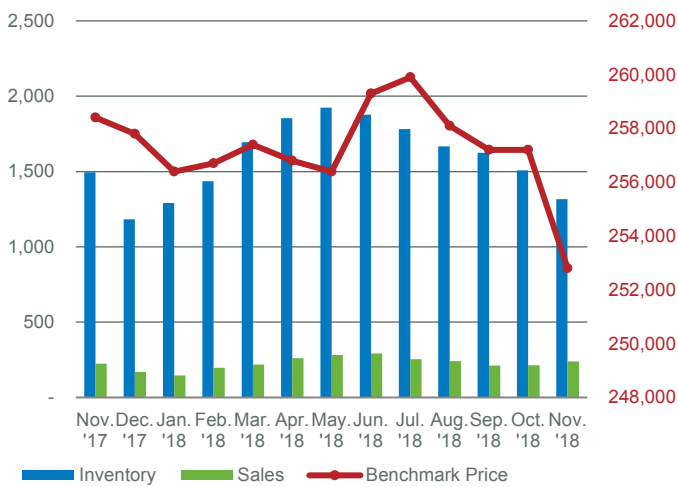
CITY OF CALGARY APARTMENT NEW LISTINGS

YTD NOVEMBER



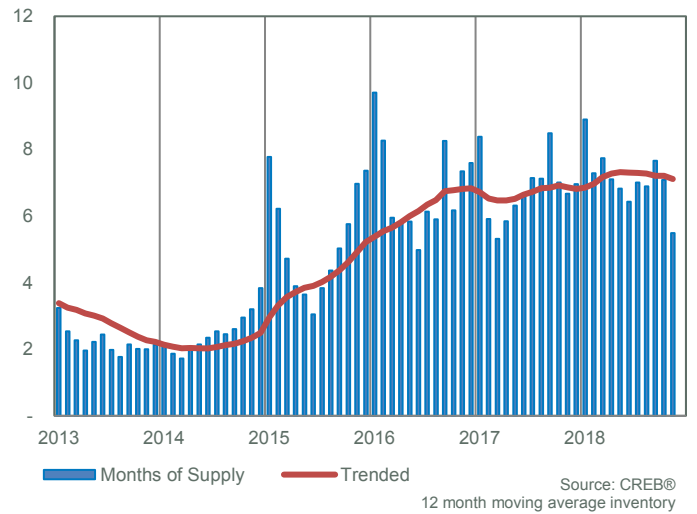
Source: CREB®

CITY OF CALGARY APARTMENT INVENTORY AND SALES



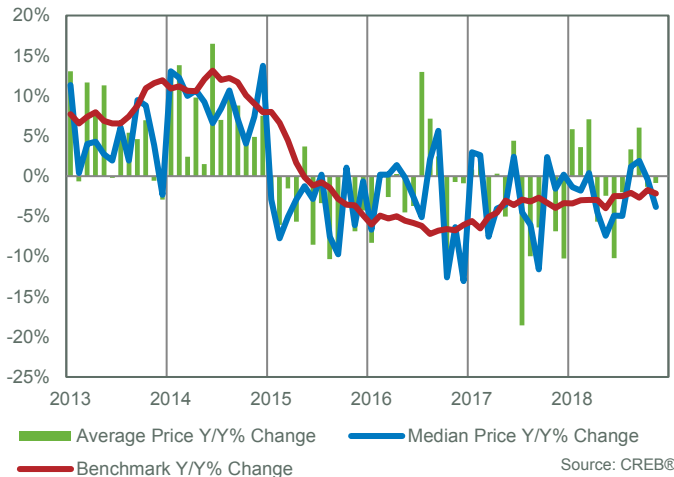
Source: CREB®

CITY OF CALGARY APARTMENT MONTHS OF INVENTORY



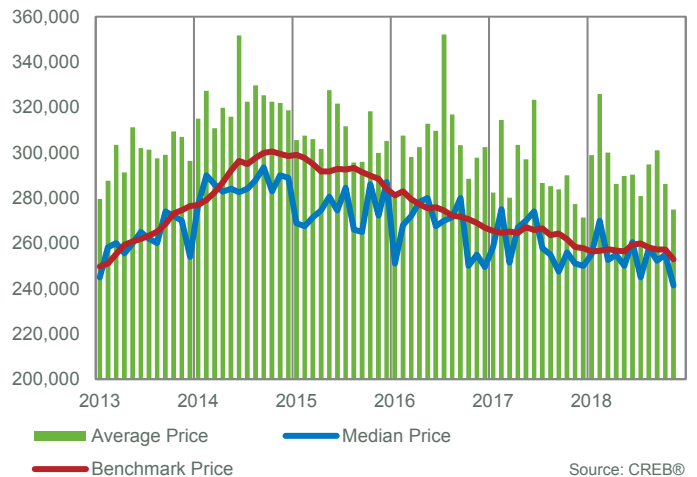
Source: CREB®  
12 month moving average inventory

CITY OF CALGARY APARTMENT PRICE CHANGE



Source: CREB®

CITY OF CALGARY APARTMENT PRICES



Source: CREB®

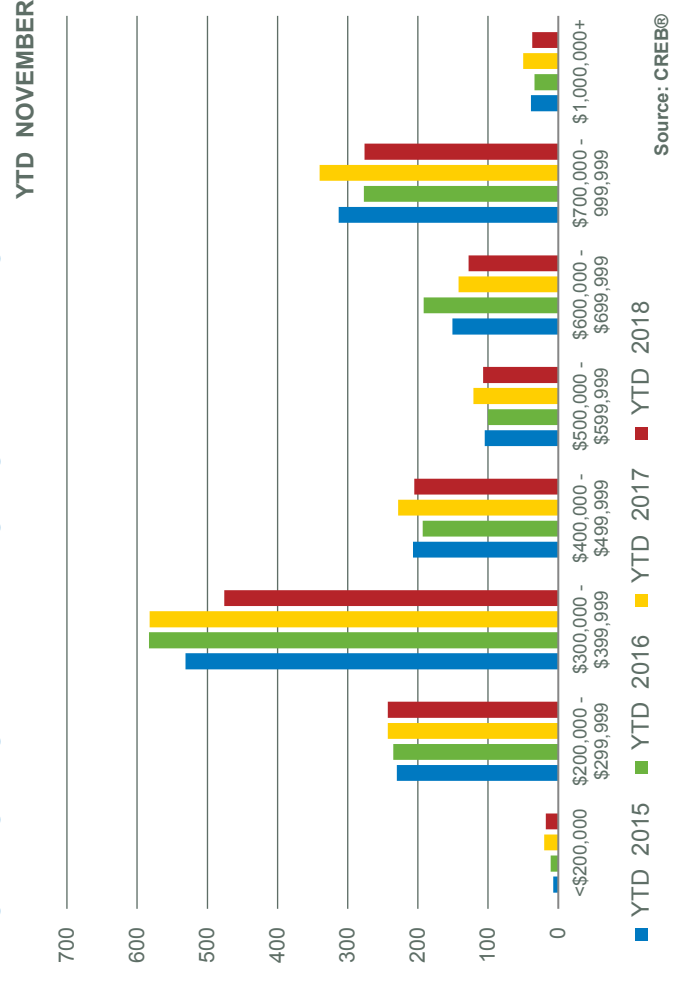
Nov. 2018

|                 | 2017 | Jan.    | Feb.    | Mar.    | Apr.    | May     | Jun.    | Jul.    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    |
|-----------------|------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Sales           |      | 83      | 126     | 198     | 204     | 188     | 191     | 147     | 177     | 144     | 143     | 125     | 95      |
| New Listings    |      | 198     | 236     | 301     | 269     | 332     | 340     | 278     | 279     | 320     | 247     | 192     | 129     |
| Inventory       |      | 375     | 435     | 454     | 455     | 517     | 559     | 587     | 580     | 613     | 607     | 548     | 432     |
| Days on Market  |      | 61      | 53      | 40      | 46      | 42      | 40      | 44      | 42      | 44      | 52      | 54      | 59      |
| Benchmark Price |      | 403,800 | 404,000 | 407,800 | 409,000 | 411,300 | 414,500 | 417,500 | 416,100 | 415,900 | 415,500 | 414,500 | 413,100 |
| Median Price    |      | 375,000 | 386,858 | 396,500 | 436,750 | 405,250 | 400,000 | 395,000 | 396,000 | 423,000 | 390,000 | 397,000 | 405,500 |
| Average Price   |      | 482,059 | 477,825 | 495,407 | 522,403 | 495,805 | 513,114 | 501,732 | 477,421 | 505,210 | 490,552 | 510,560 | 492,219 |
| Index           |      | 204     | 204     | 206     | 207     | 208     | 210     | 211     | 210     | 210     | 210     | 210     | 209     |
| <b>2018</b>     |      |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           |      | 99      | 106     | 143     | 155     | 156     | 184     | 150     | 142     | 122     | 125     | 108     |         |
| New Listings    |      | 234     | 247     | 386     | 348     | 417     | 410     | 299     | 324     | 327     | 277     | 207     |         |
| Inventory       |      | 447     | 534     | 674     | 756     | 861     | 918     | 900     | 890     | 852     | 814     | 749     |         |
| Days on Market  |      | 62      | 48      | 45      | 52      | 52      | 47      | 48      | 56      | 56      | 60      | 78      |         |
| Benchmark Price |      | 412,500 | 415,500 | 415,300 | 416,700 | 415,700 | 414,700 | 415,300 | 411,300 | 407,400 | 403,400 | 400,700 |         |
| Median Price    |      | 376,500 | 402,815 | 445,000 | 421,000 | 402,844 | 407,050 | 395,750 | 413,750 | 370,750 | 397,500 | 355,000 |         |
| Average Price   |      | 460,514 | 509,176 | 551,874 | 507,585 | 484,474 | 495,019 | 491,368 | 484,917 | 447,913 | 477,262 | 437,269 |         |
| Index           |      | 209     | 210     | 210     | 211     | 210     | 210     | 210     | 208     | 206     | 204     | 203     |         |

**CALGARY TOTAL SALES**

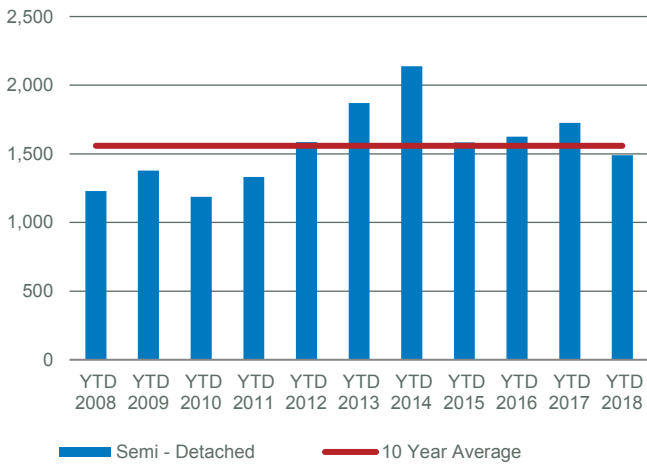
|                           | Nov-17     | Nov-18     | YTD 2017     | YTD 2018     |
|---------------------------|------------|------------|--------------|--------------|
| >\$100,000                | -          | -          | -            | -            |
| \$100,000 - \$199,999     | 2          | 3          | 20           | 18           |
| \$200,000 - \$299,999     | 14         | 22         | 243          | 243          |
| \$300,000 - \$349,999     | 17         | 26         | 264          | 235          |
| \$350,000 - \$399,999     | 30         | 15         | 318          | 241          |
| \$400,000 - \$449,999     | 7          | 3          | 161          | 128          |
| \$450,000 - \$499,999     | 4          | 5          | 67           | 77           |
| \$500,000 - \$549,999     | 3          | 1          | 62           | 56           |
| \$550,000 - \$599,999     | 7          | 6          | 59           | 51           |
| \$600,000 - \$649,999     | 3          | 6          | 61           | 62           |
| \$650,000 - \$699,999     | 10         | 5          | 81           | 66           |
| \$700,000 - \$799,999     | 13         | 13         | 184          | 167          |
| \$800,000 - \$899,999     | 7          | 3          | 113          | 74           |
| \$900,000 - \$999,999     | 2          | -          | 43           | 35           |
| \$1,000,000 - \$1,249,999 | 5          | -          | 41           | 32           |
| \$1,250,000 - \$1,499,999 | 1          | -          | 8            | 4            |
| \$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 | -          | -          | -            | 1            |
| \$3,000,000 - \$3,499,999 | -          | -          | -            | -            |
| \$3,500,000 - \$3,999,999 | -          | -          | -            | -            |
| \$4,000,000 +             | -          | -          | -            | -            |
| <b>Total</b>              | <b>125</b> | <b>108</b> | <b>1,726</b> | <b>1,490</b> |

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



CITY OF CALGARY SEMI-DET. SALES

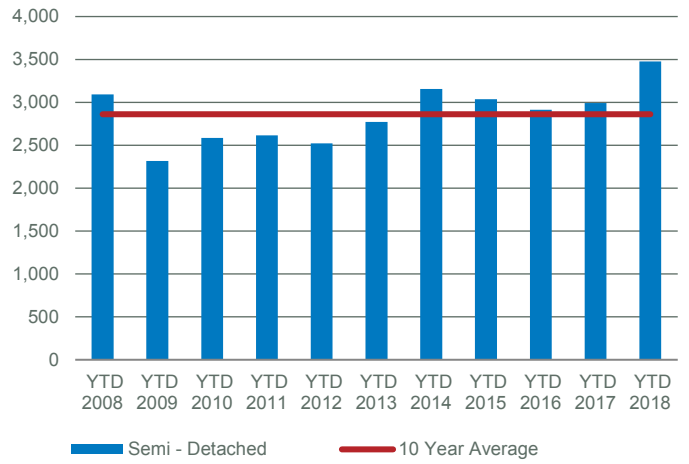
YTD NOVEMBER



Source: CREB®

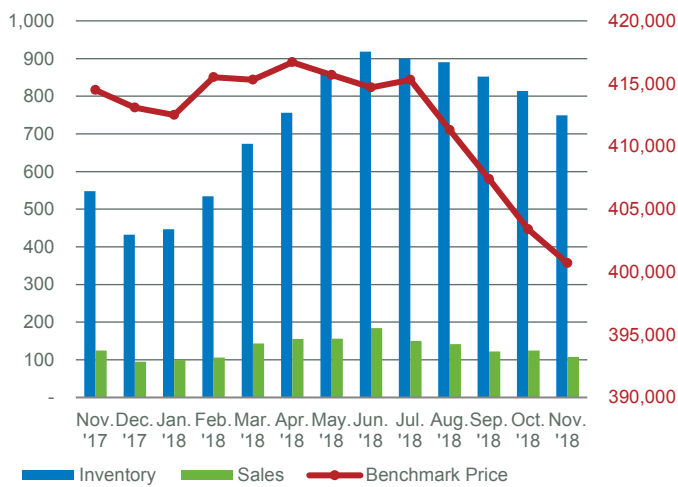
CITY OF CALGARY SEMI-DET. NEW LISTINGS

YTD NOVEMBER



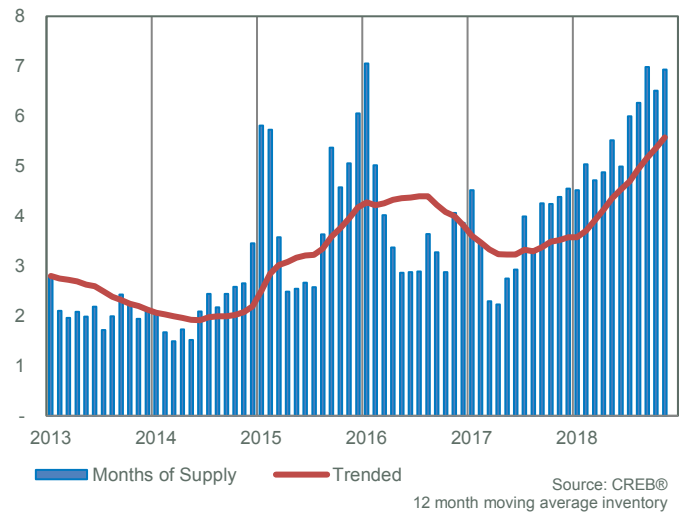
Source: CREB®

CITY OF CALGARY SEMI-DET. INVENTORY AND SALES



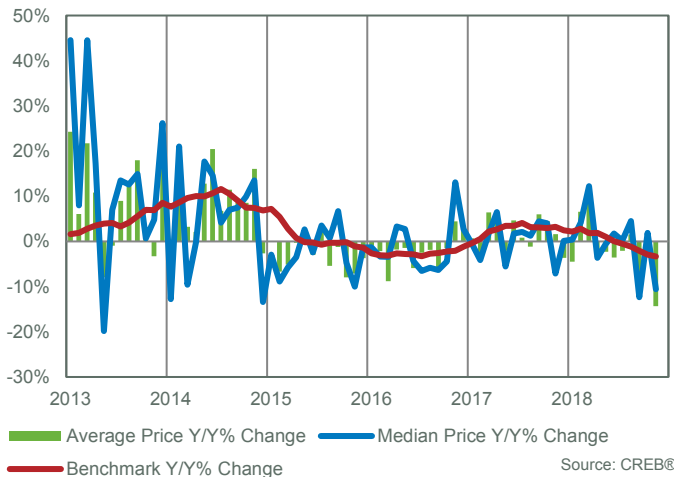
Source: CREB®

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®



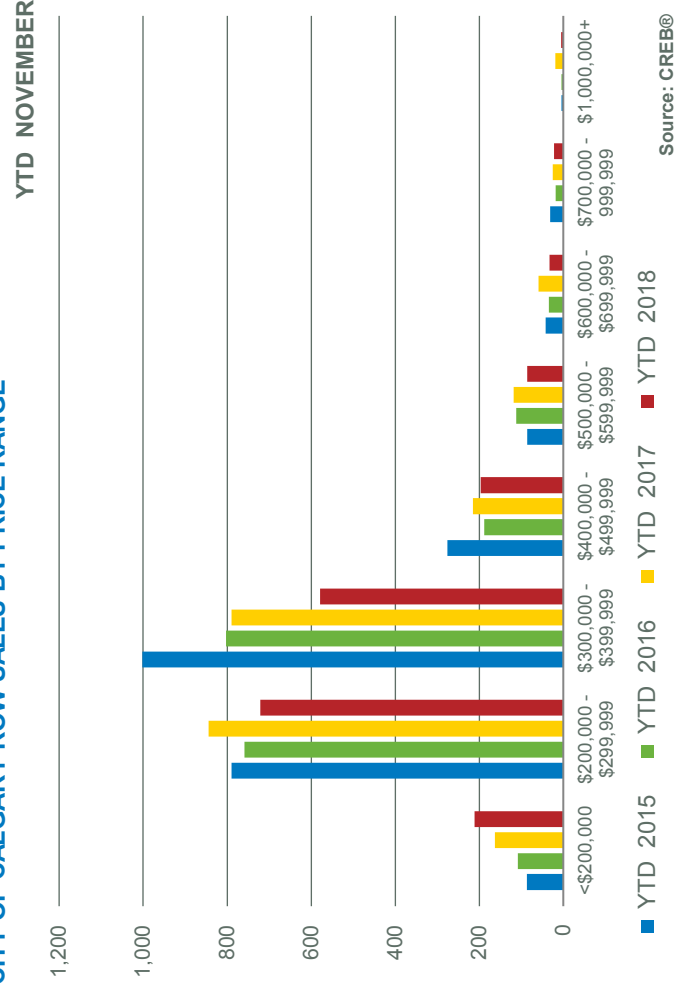
Nov. 2018

|                 | Jan.    | Feb.    | Mar.    | Apr.    | May     | Jun.    | Jul.    | Aug.    | Sept.   | Oct.    | Nov.    | Dec.    |
|-----------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| <b>2017</b>     |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           | 128     | 151     | 224     | 221     | 271     | 280     | 213     | 187     | 188     | 183     | 187     | 127     |
| New Listings    | 334     | 347     | 417     | 474     | 525     | 519     | 398     | 407     | 444     | 376     | 301     | 156     |
| Inventory       | 621     | 682     | 768     | 867     | 949     | 1,012   | 1,016   | 995     | 1,001   | 975     | 875     | 667     |
| Days on Market  | 62      | 48      | 52      | 57      | 45      | 47      | 49      | 56      | 52      | 54      | 55      | 60      |
| Benchmark Price | 302,700 | 301,700 | 300,100 | 301,900 | 303,600 | 305,700 | 306,800 | 307,100 | 306,700 | 305,200 | 303,100 | 299,800 |
| Median Price    | 303,500 | 311,000 | 302,750 | 309,000 | 310,000 | 310,000 | 307,000 | 305,500 | 319,000 | 312,000 | 290,000 | 295,000 |
| Average Price   | 320,783 | 323,565 | 344,526 | 350,371 | 338,564 | 332,645 | 331,390 | 347,520 | 344,187 | 353,234 | 316,117 | 329,857 |
| Index           | 190     | 189     | 188     | 189     | 190     | 191     | 192     | 192     | 192     | 191     | 190     | 188     |
| <b>2018</b>     |         |         |         |         |         |         |         |         |         |         |         |         |
| Sales           | 131     | 133     | 163     | 192     | 228     | 210     | 175     | 179     | 146     | 153     | 144     |         |
| New Listings    | 346     | 318     | 468     | 486     | 513     | 496     | 390     | 367     | 415     | 297     | 275     |         |
| Inventory       | 703     | 779     | 942     | 1,074   | 1,169   | 1,219   | 1,199   | 1,136   | 1,130   | 1,028   | 944     |         |
| Days on Market  | 69      | 62      | 61      | 54      | 50      | 54      | 59      | 60      | 62      | 64      | 63      |         |
| Benchmark Price | 296,700 | 295,600 | 297,900 | 300,300 | 303,500 | 302,500 | 300,600 | 296,700 | 294,200 | 293,400 | 292,900 |         |
| Median Price    | 295,000 | 300,000 | 300,000 | 308,950 | 308,450 | 294,250 | 292,500 | 300,000 | 299,000 | 289,900 | 287,000 |         |
| Average Price   | 314,512 | 323,453 | 328,860 | 334,402 | 337,798 | 317,585 | 305,903 | 323,800 | 323,639 | 308,489 | 306,090 |         |
| Index           | 186     | 185     | 187     | 188     | 190     | 189     | 188     | 186     | 184     | 184     | 183     |         |

**CALGARY TOTAL SALES**

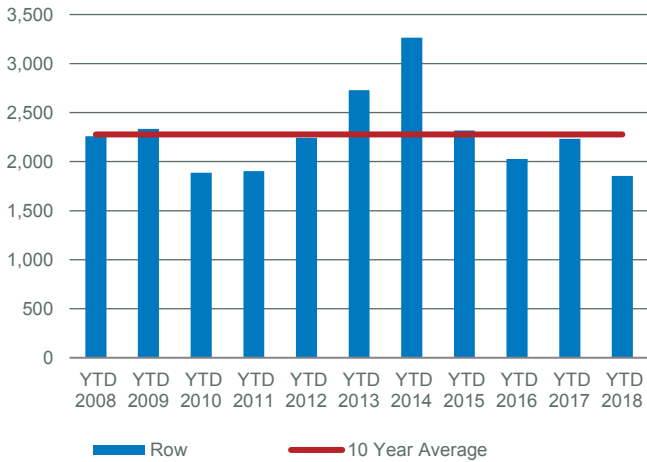
|                           | Nov-17     | Nov-18     | YTD 2017     | YTD 2018     |
|---------------------------|------------|------------|--------------|--------------|
| >\$100,000                | 1          | -          | 1            | 1            |
| \$100,000 - \$199,999     | 24         | 23         | 162          | 210          |
| \$200,000 - \$299,999     | 76         | 55         | 844          | 721          |
| \$300,000 - \$349,999     | 31         | 24         | 528          | 379          |
| \$350,000 - \$399,999     | 22         | 18         | 262          | 200          |
| \$400,000 - \$449,999     | 14         | 9          | 121          | 124          |
| \$450,000 - \$499,999     | 7          | 2          | 94           | 73           |
| \$500,000 - \$549,999     | 4          | 7          | 72           | 46           |
| \$550,000 - \$599,999     | 2          | 3          | 46           | 40           |
| \$600,000 - \$649,999     | 1          | 2          | 40           | 23           |
| \$650,000 - \$699,999     | 2          | -          | 19           | 10           |
| \$700,000 - \$799,999     | 2          | -          | 17           | 13           |
| \$800,000 - \$899,999     | -          | -          | 4            | 4            |
| \$900,000 - \$999,999     | -          | 1          | 4            | 5            |
| \$1,000,000 - \$1,249,999 | -          | -          | 8            | 2            |
| \$1,250,000 - \$1,499,999 | 1          | -          | 9            | 1            |
| \$1,500,000 - \$1,749,999 | -          | -          | 2            | 1            |
| \$1,750,000 - \$1,999,999 | -          | -          | -            | 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 +             | -          | -          | -            | -            |
| <b>Total</b>              | <b>187</b> | <b>144</b> | <b>2,233</b> | <b>1,854</b> |

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



CITY OF CALGARY ROW SALES

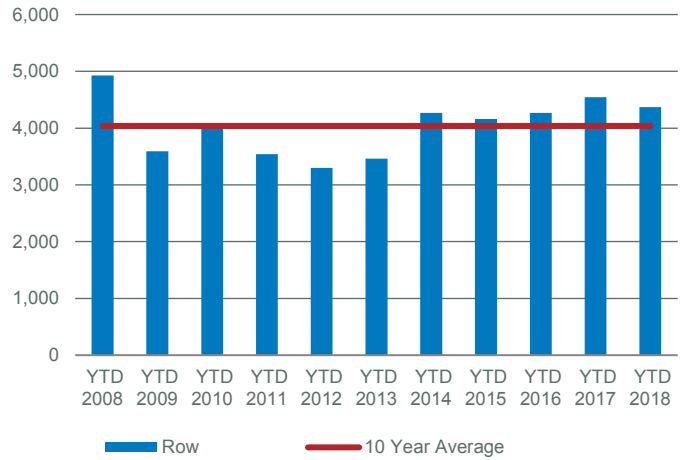
YTD NOVEMBER



Source: CREB®

CITY OF CALGARY ROW NEW LISTINGS

YTD NOVEMBER



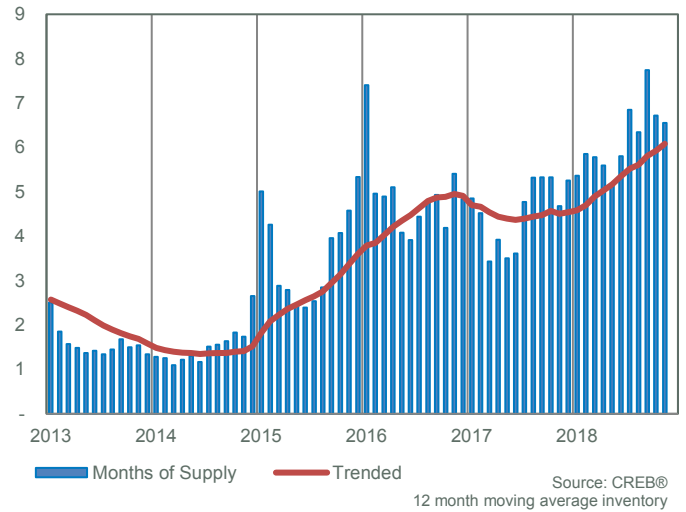
Source: CREB®

CITY OF CALGARY ROW INVENTORY AND SALES



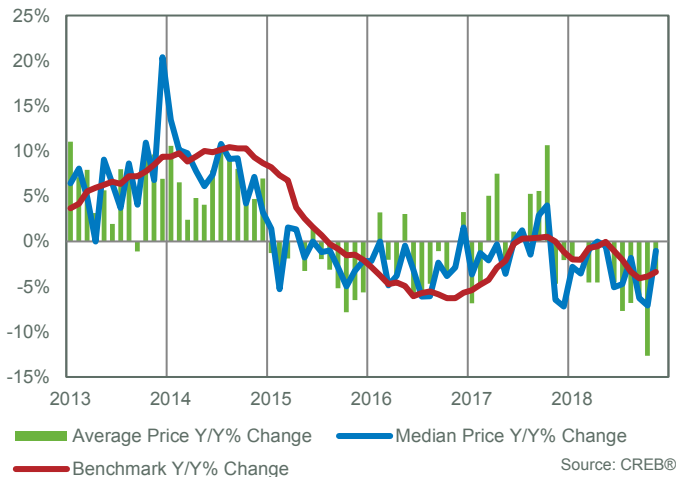
Source: CREB®

CITY OF CALGARY ROW MONTHS OF INVENTORY



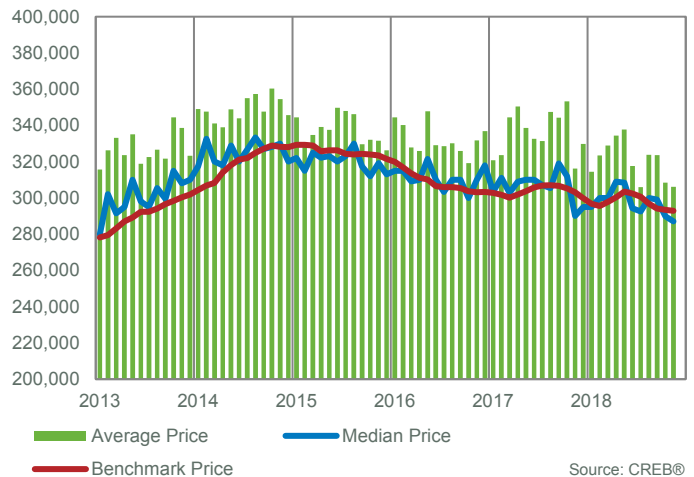
Source: CREB®  
12 month moving average inventory

CITY OF CALGARY ROW PRICE CHANGE



Source: CREB®

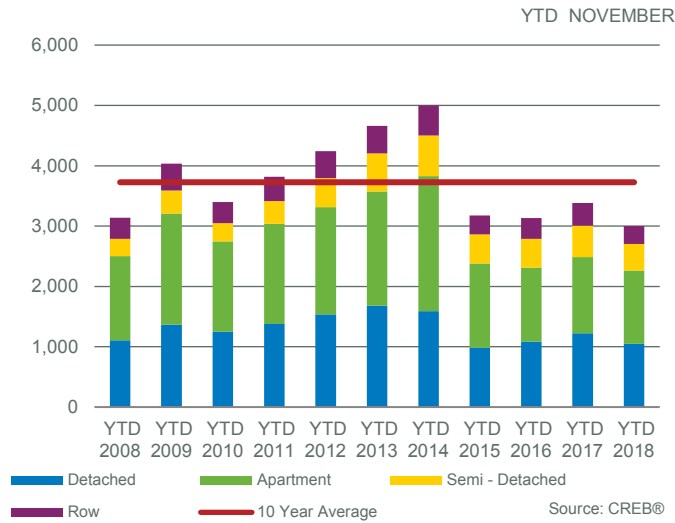
CITY OF CALGARY ROW PRICES



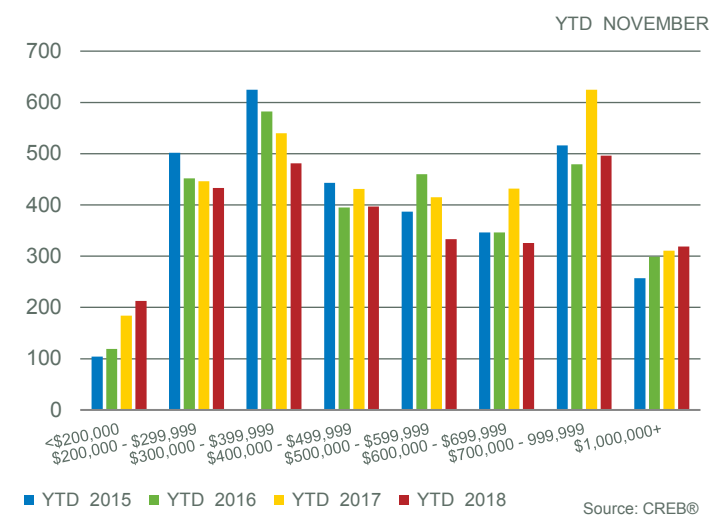
Source: CREB®

CITY CENTRE

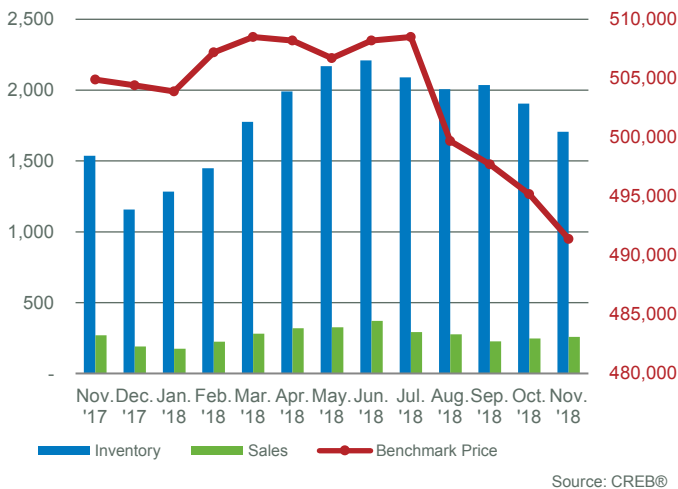
CITY CENTRE TOTAL SALES



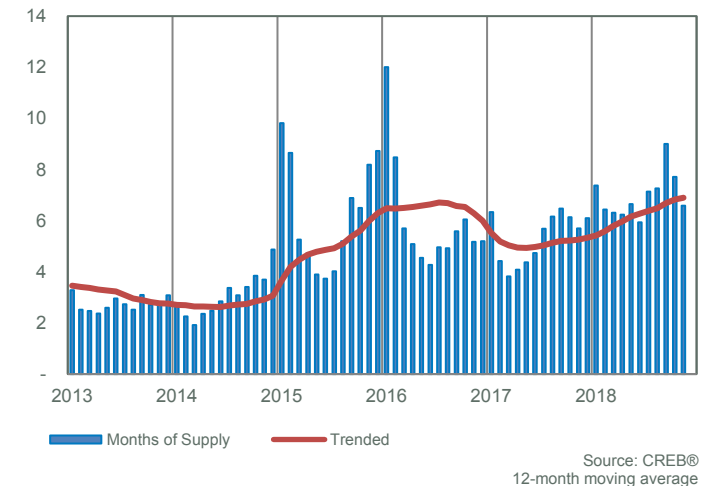
CITY CENTRE TOTAL SALES BY PRICE RANGE



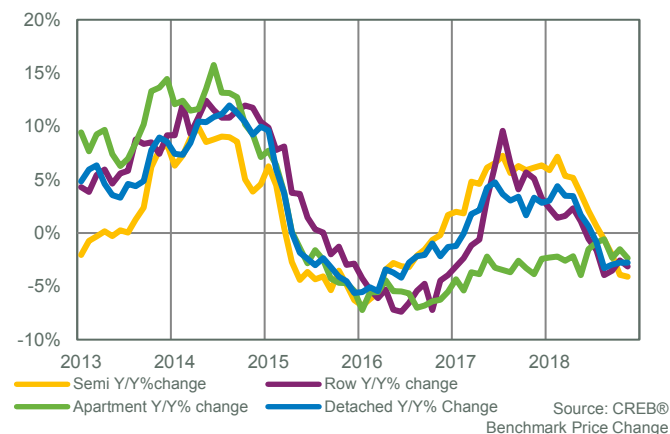
CITY CENTRE INVENTORY AND SALES



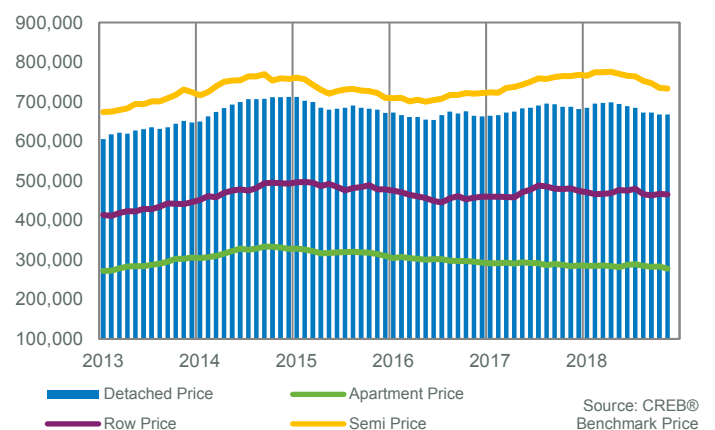
CITY CENTRE MONTHS OF INVENTORY



CITY CENTRE PRICE CHANGE

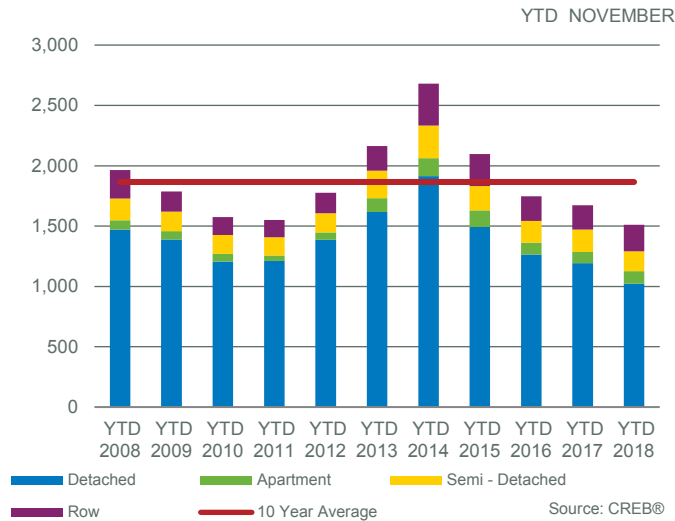


CITY CENTRE PRICES

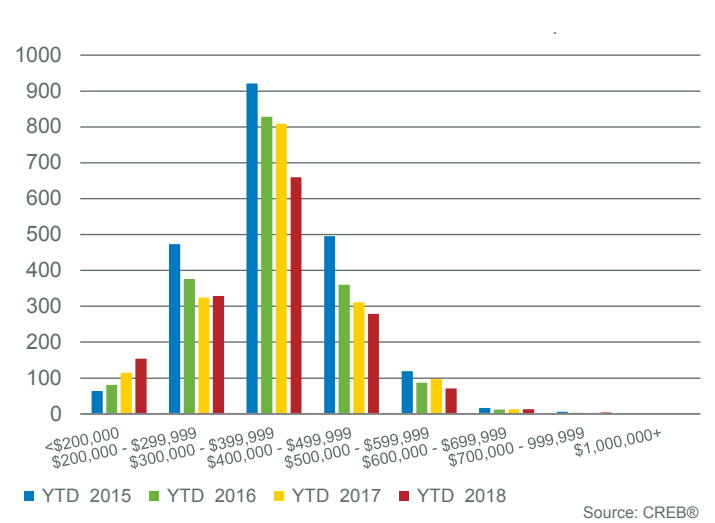


**NORTHEAST**

**NORTHEAST TOTAL SALES**



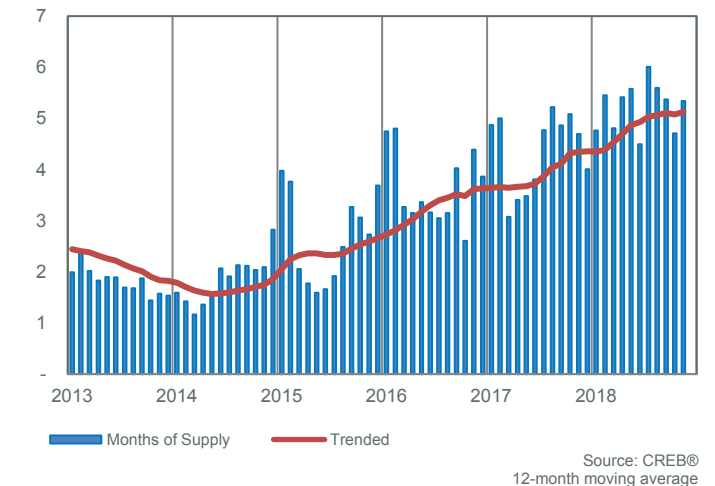
**NORTHEAST TOTAL SALES BY PRICE RANGE**



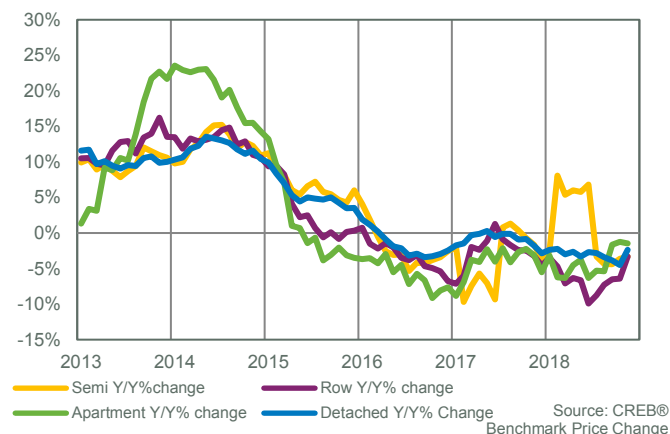
**NORTHEAST INVENTORY AND SALES**



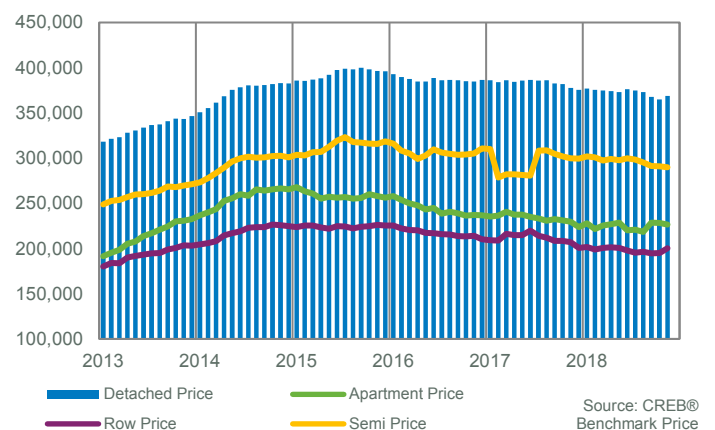
**NORTHEAST MONTHS OF INVENTORY**



**NORTHEAST PRICE CHANGE**

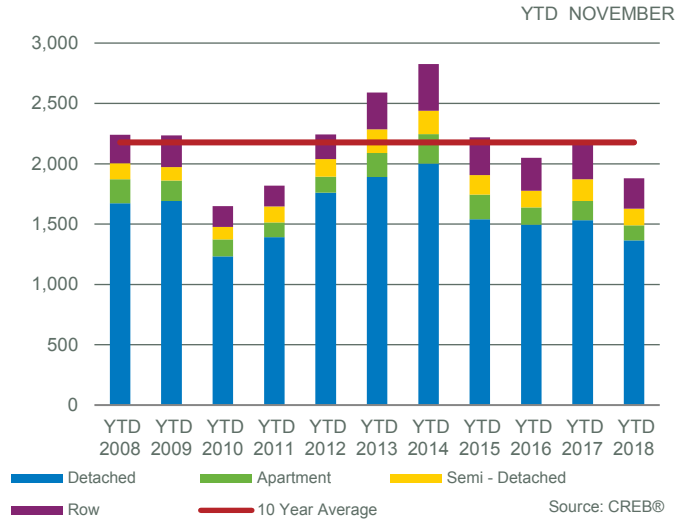


**NORTHEAST PRICES**

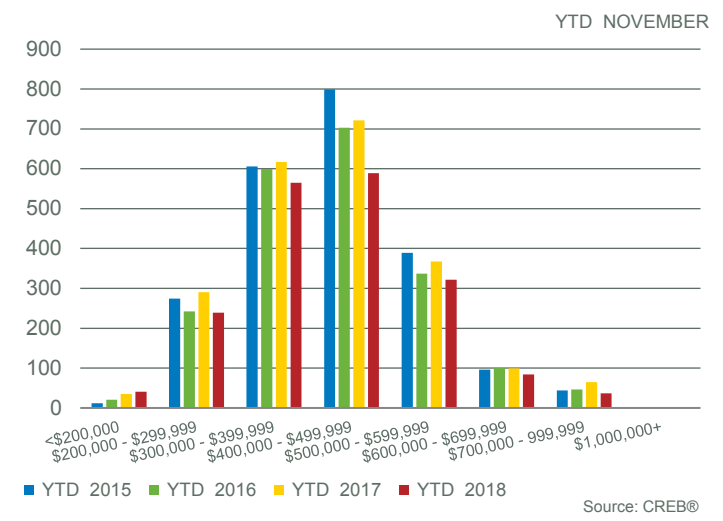


**NORTH**

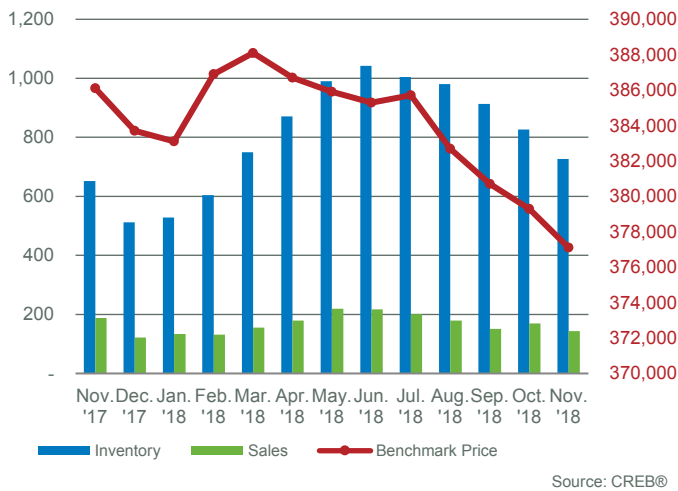
**NORTH TOTAL SALES**



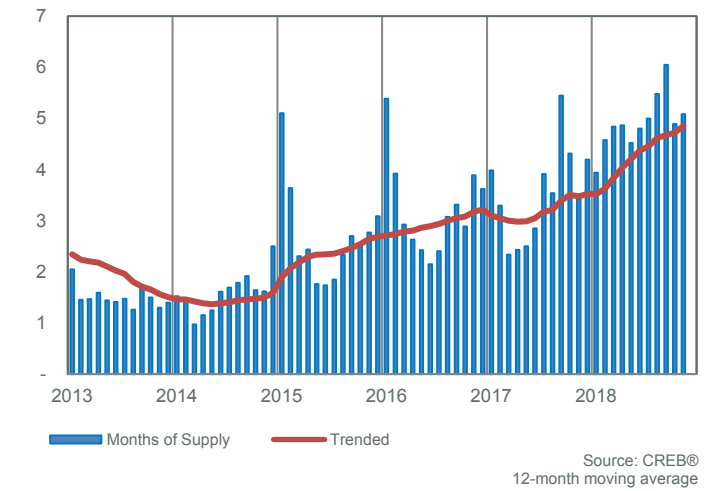
**NORTH TOTAL SALES BY PRICE RANGE**



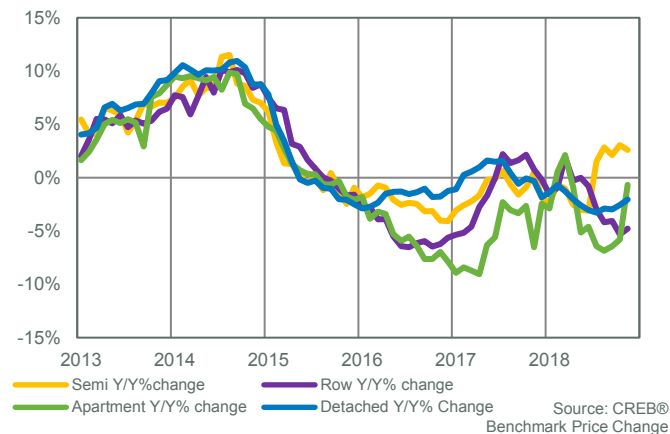
**NORTH INVENTORY AND SALES**



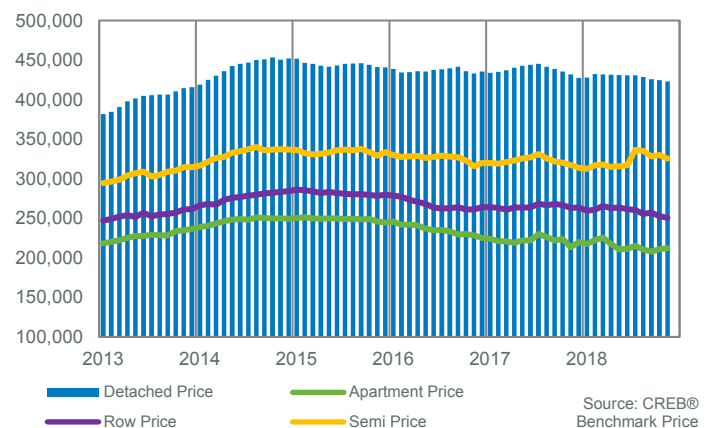
**NORTH MONTHS OF INVENTORY**



**NORTH PRICE CHANGE**

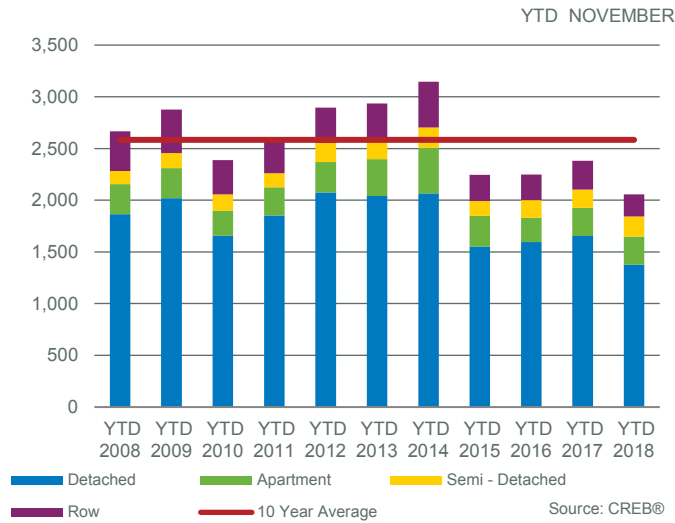


**NORTH PRICES**

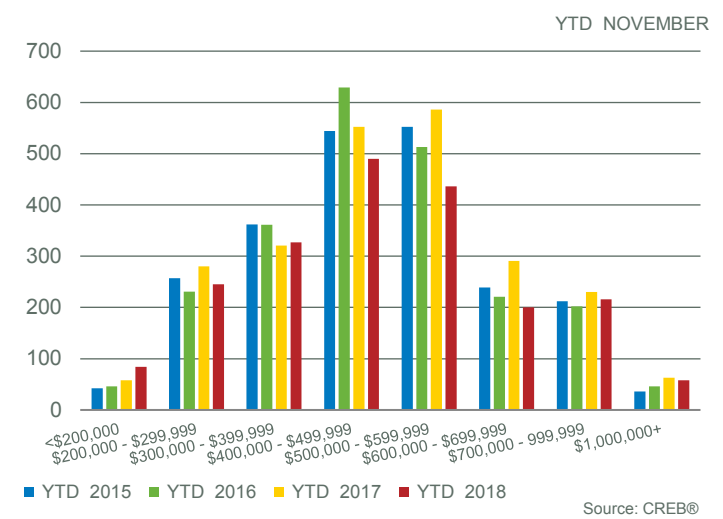


**NORTHWEST**

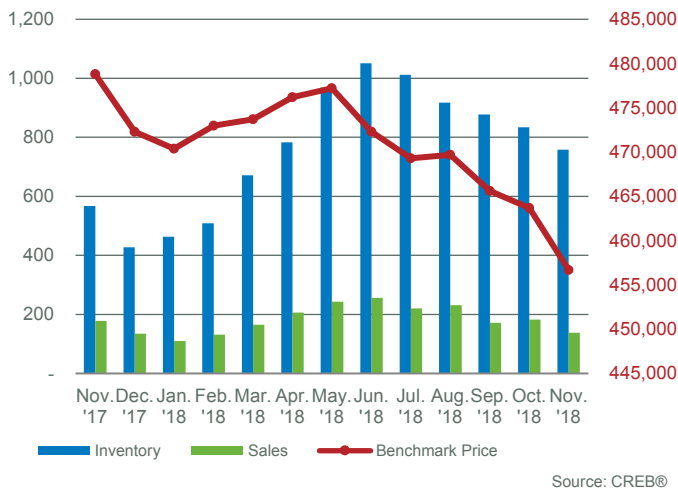
**NORTHWEST TOTAL SALES**



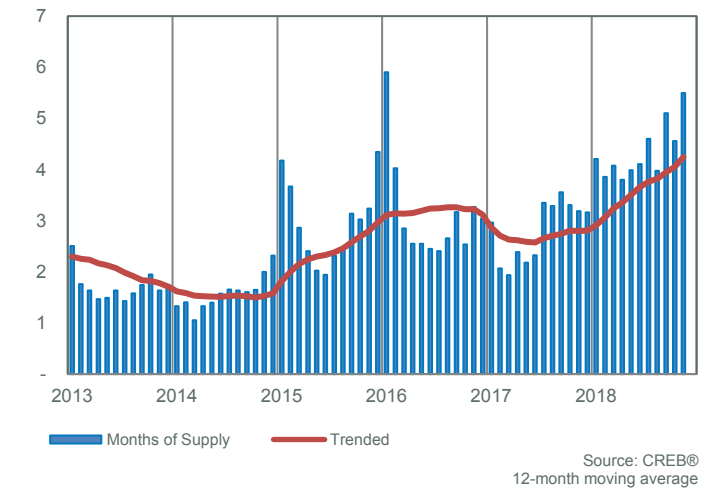
**NORTHWEST TOTAL SALES BY PRICE RANGE**



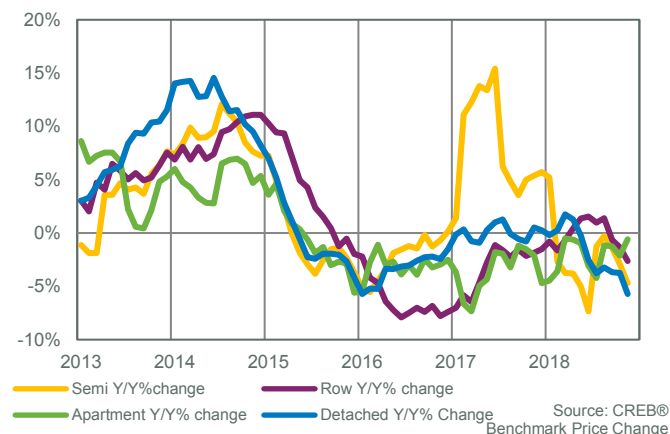
**NORTHWEST INVENTORY AND SALES**



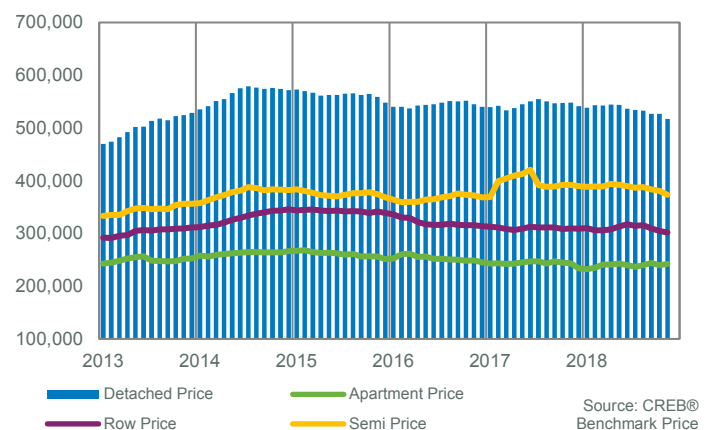
**NORTHWEST MONTHS OF INVENTORY**



**NORTHWEST PRICE CHANGE**

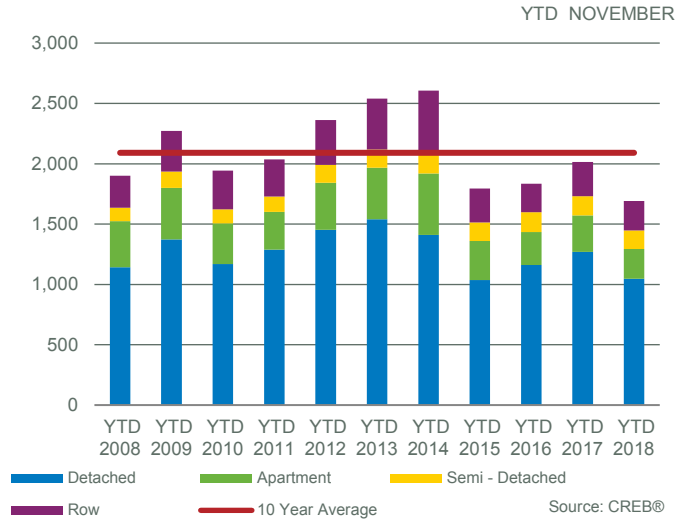


**NORTHWEST PRICES**

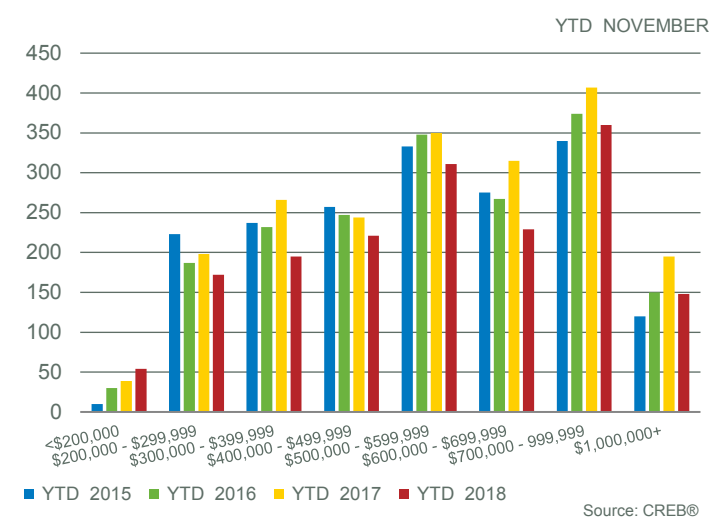


WEST

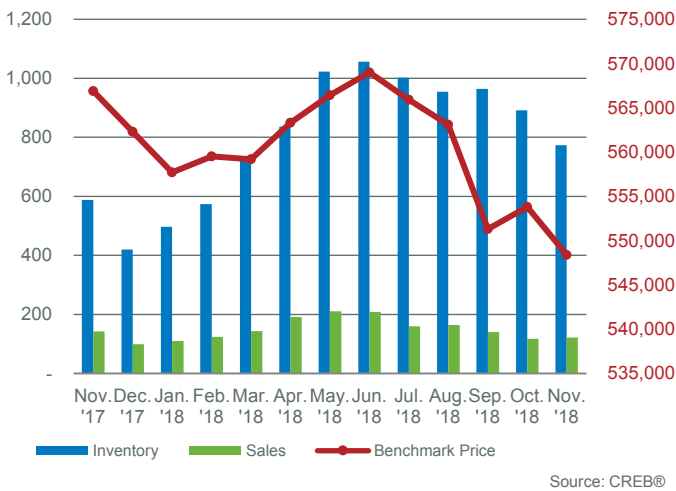
WEST TOTAL SALES



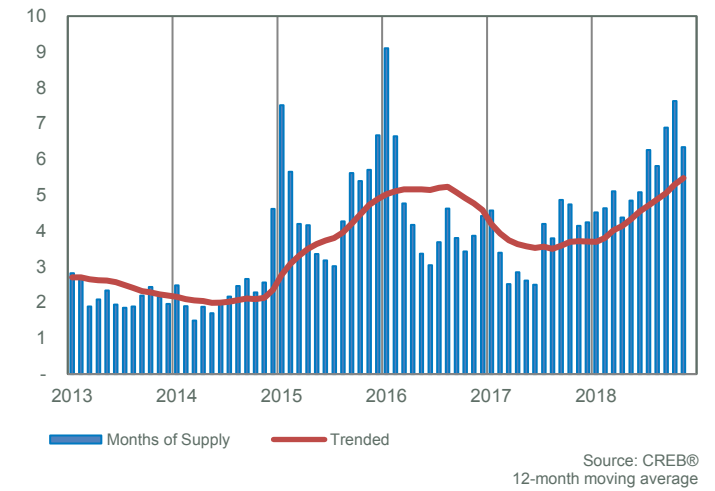
WEST TOTAL SALES BY PRICE RANGE



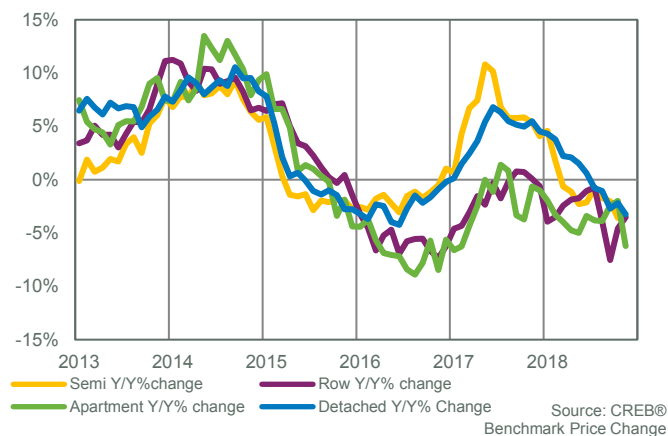
WEST INVENTORY AND SALES



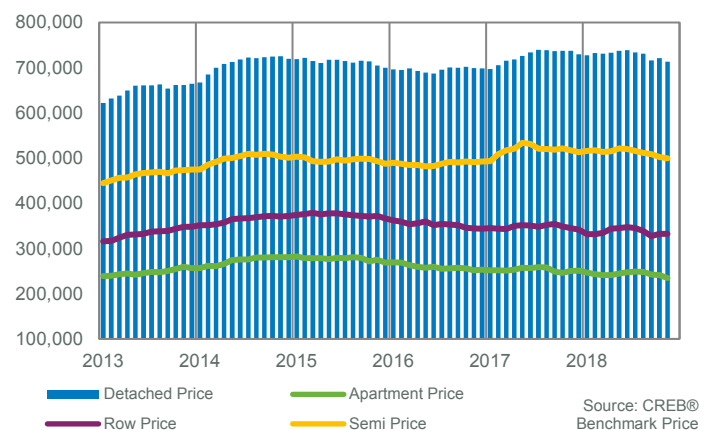
WEST MONTHS OF INVENTORY



WEST PRICE CHANGE

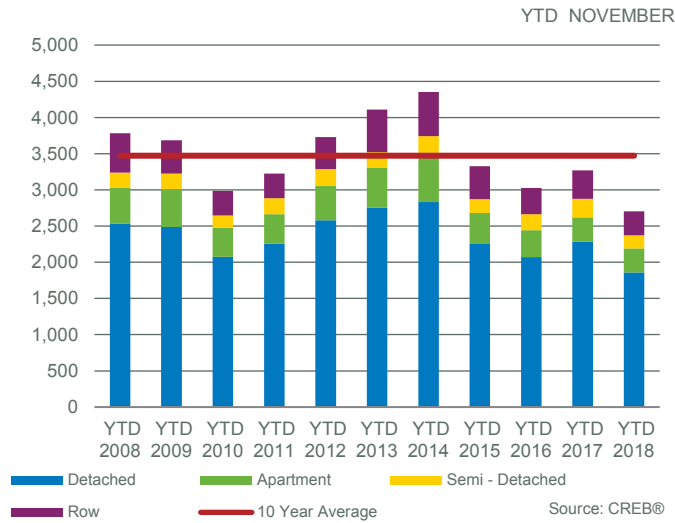


WEST PRICES

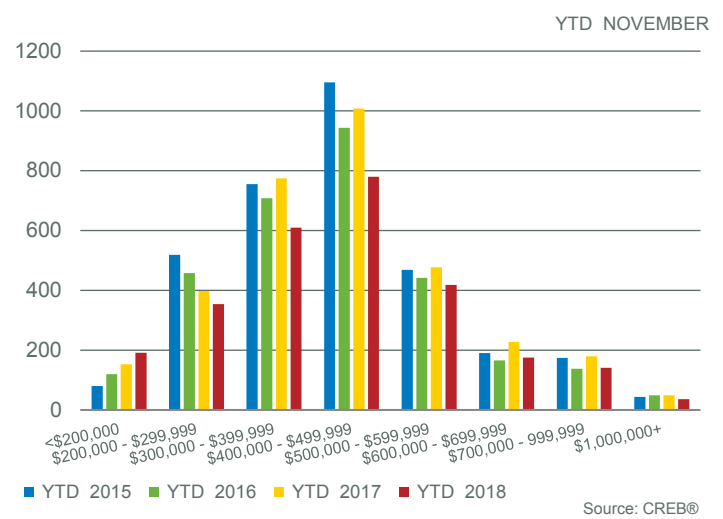


**SOUTH**

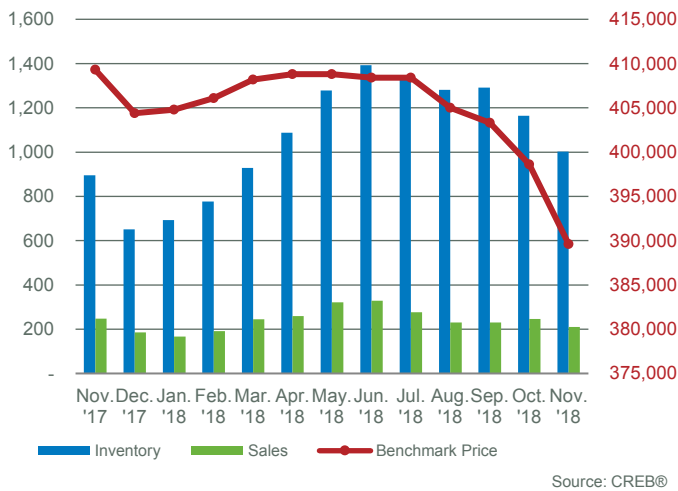
**SOUTH TOTAL SALES**



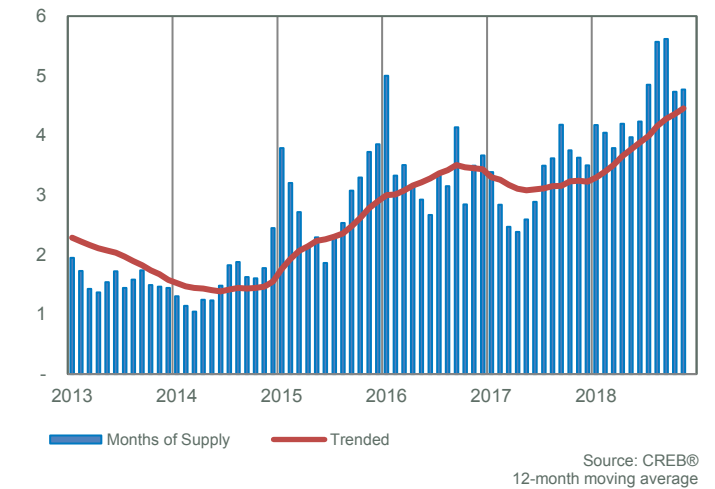
**SOUTH TOTAL SALES BY PRICE RANGE**



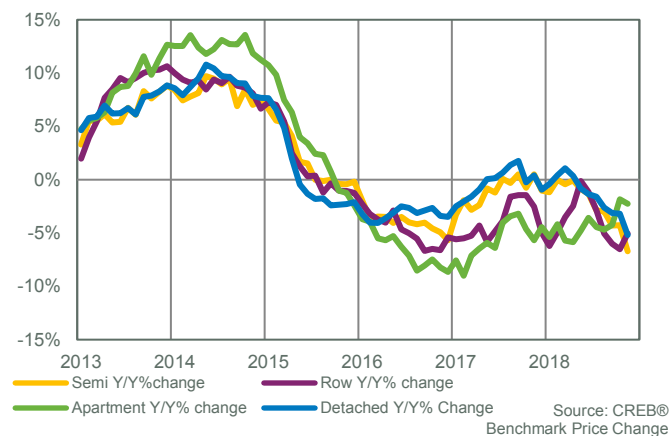
**SOUTH INVENTORY AND SALES**



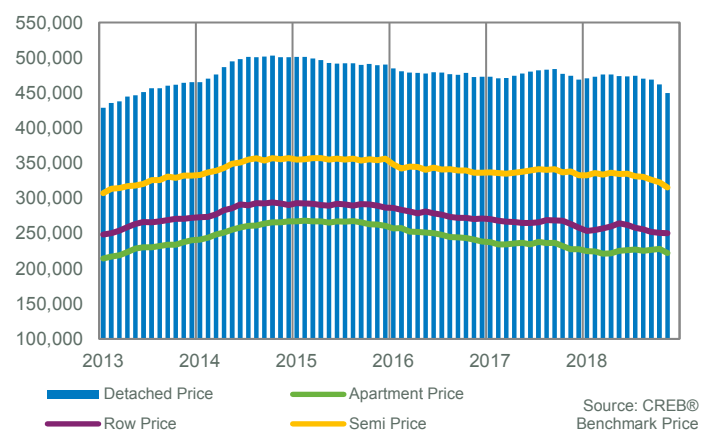
**SOUTH MONTHS OF INVENTORY**



**SOUTH PRICE CHANGE**



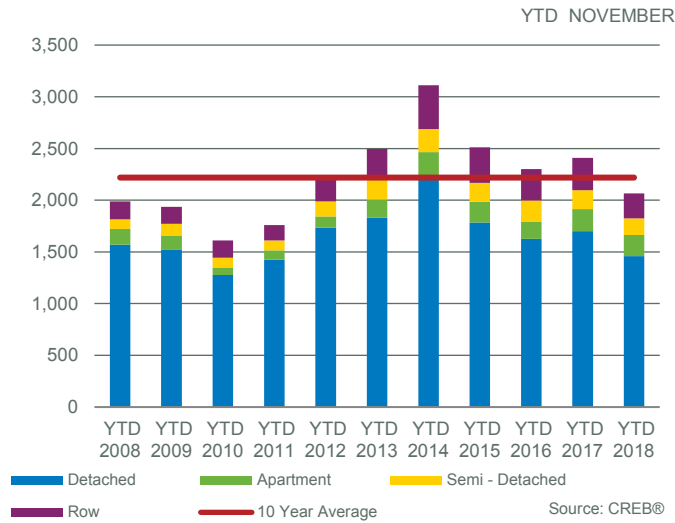
**SOUTH PRICES**



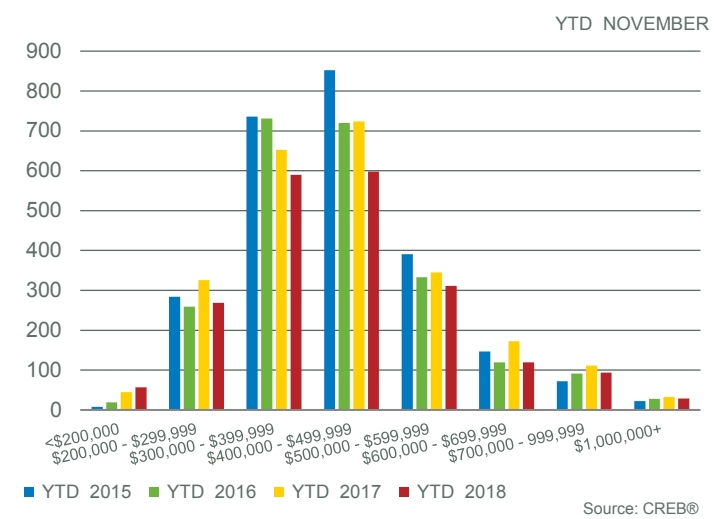


**SOUTHEAST**

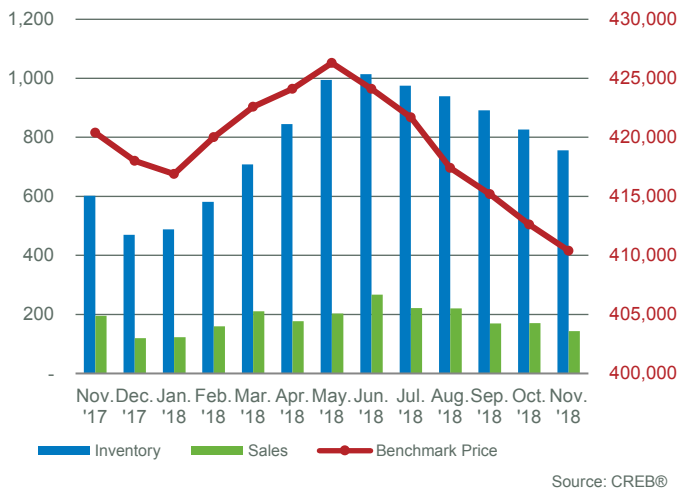
**SOUTHEAST TOTAL SALES**



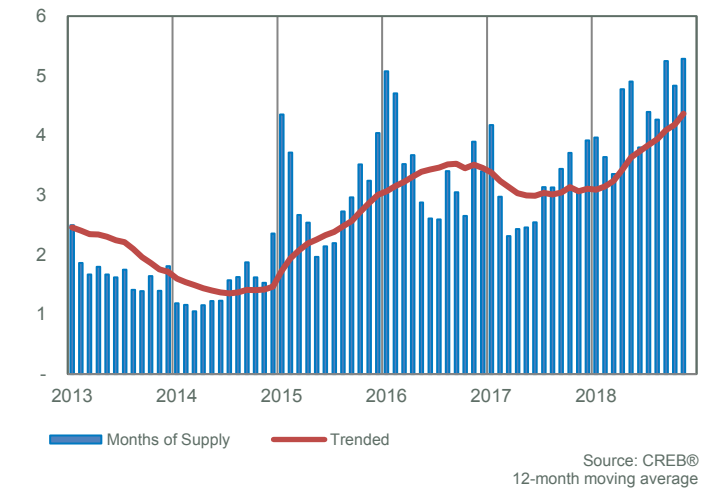
**SOUTHEAST TOTAL SALES BY PRICE RANGE**



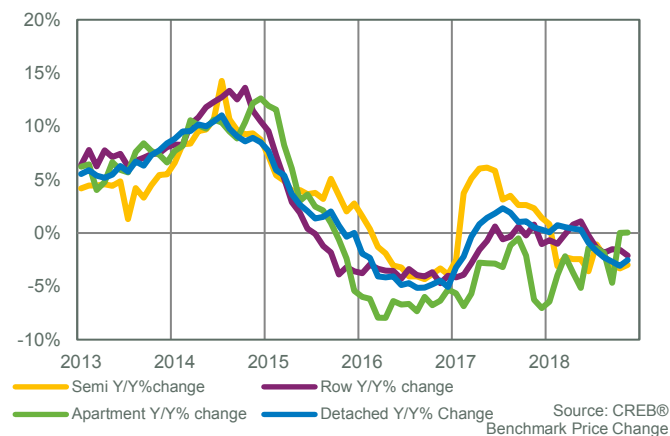
**SOUTHEAST INVENTORY AND SALES**



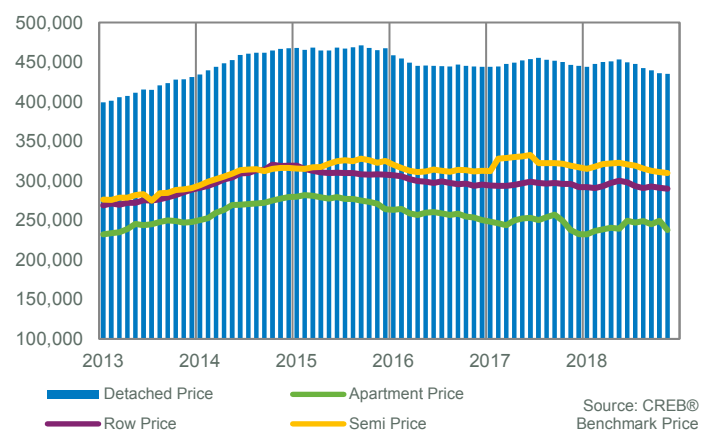
**SOUTHEAST MONTHS OF INVENTORY**



**SOUTHEAST PRICE CHANGE**

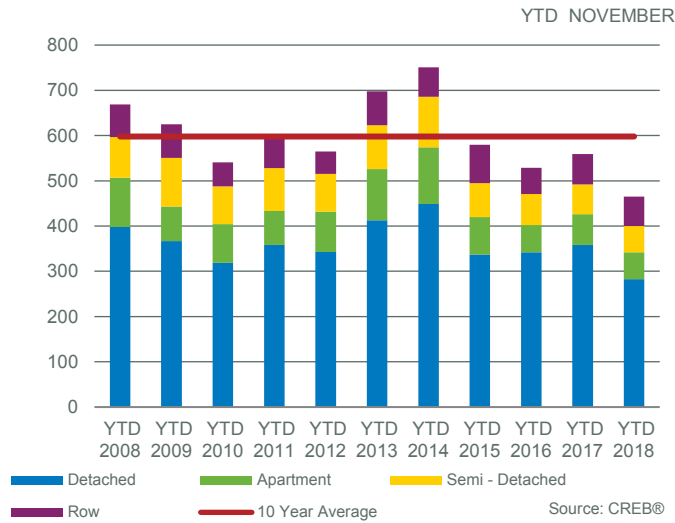


**SOUTHEAST PRICES**

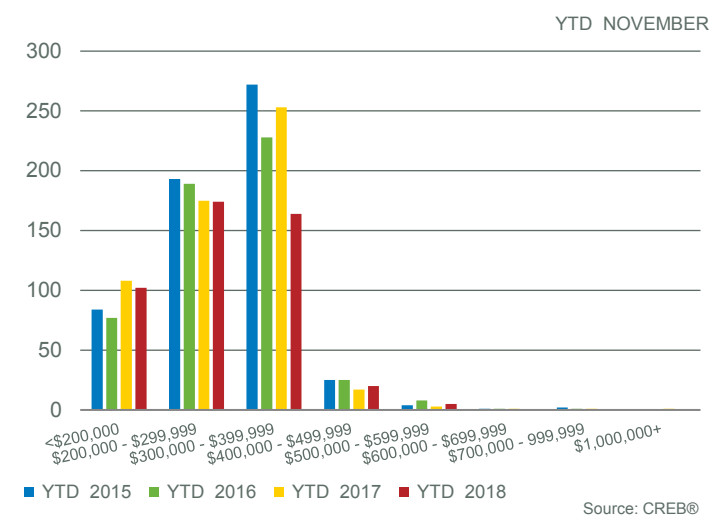


**EAST**

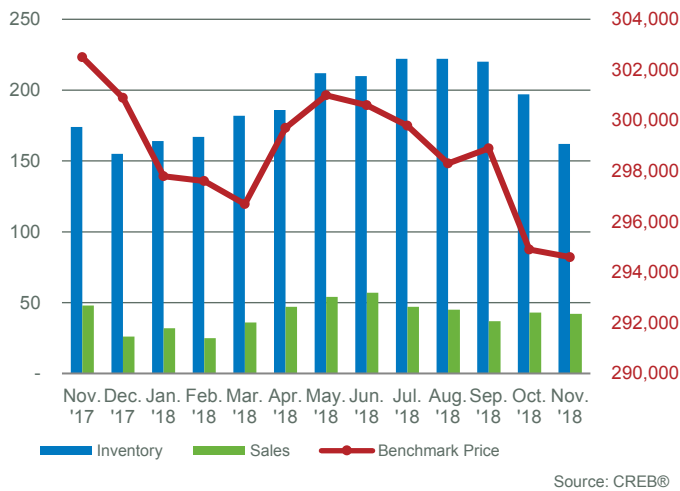
**EAST TOTAL SALES**



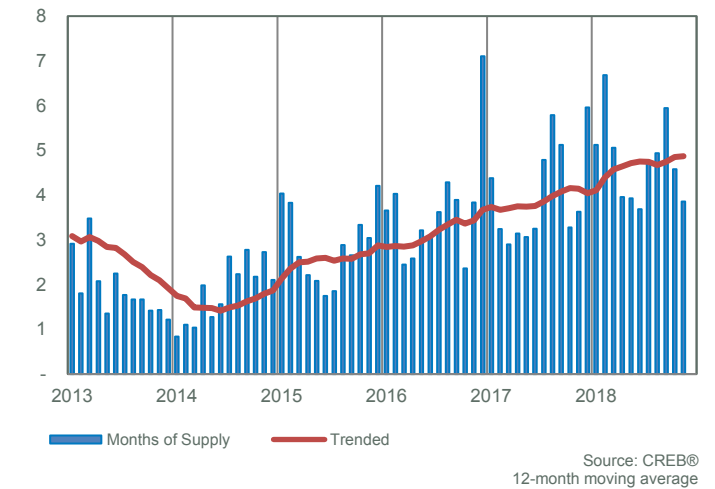
**EAST TOTAL SALES BY PRICE RANGE**



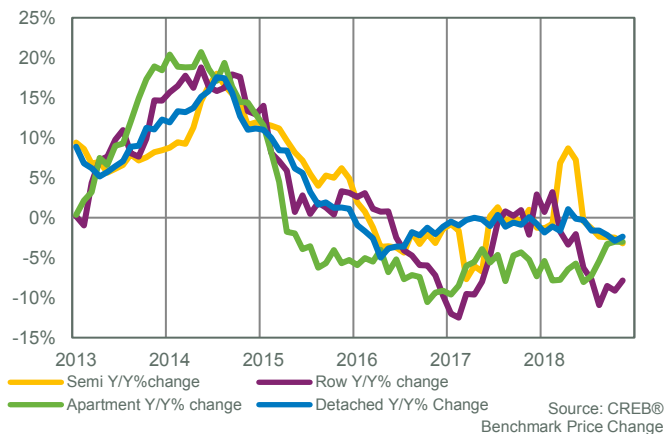
**EAST INVENTORY AND SALES**



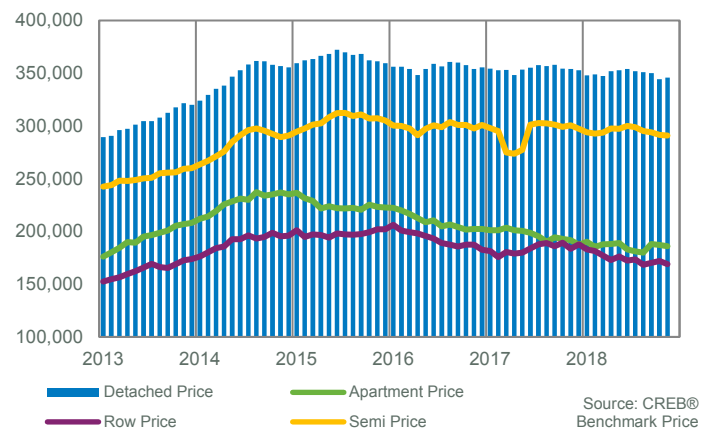
**EAST MONTHS OF INVENTORY**



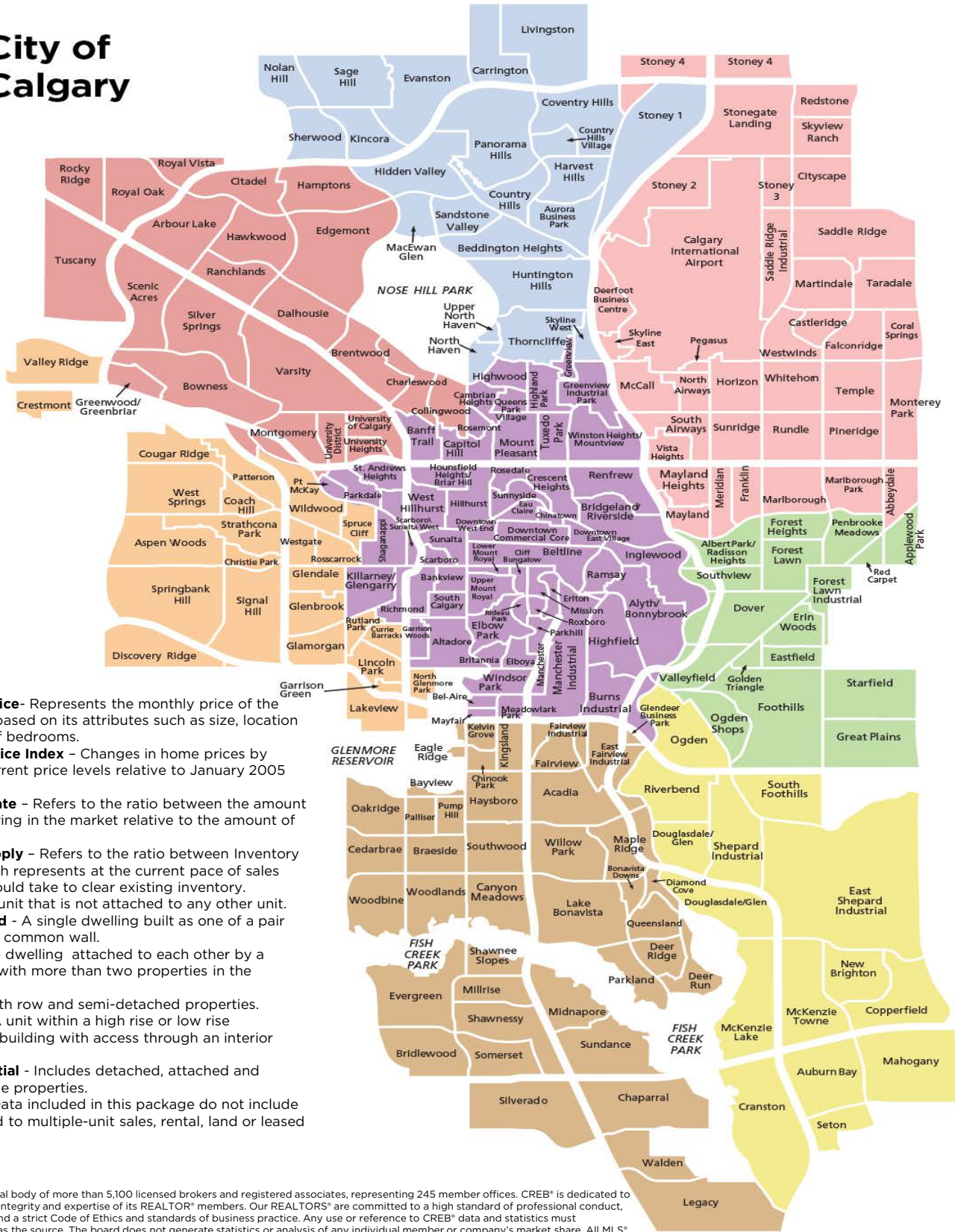
**EAST PRICE CHANGE**



**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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