



YOUR CALGARY REAL ESTATE MARKET UPDATE!

Presented by: Keith Braun - RealPros Real Estate Consultants

Below you'll find our extracts, insights & perspectives of the latest Calgary & Area Real Estate statistics. Discerning stats can be tricky. If you have any questions or needs, please don't hesitate to ask!

Calgary & Area Quarterly Listing Stats

Please Note:

“Y/Y” means "Year over Year" and is a direct comparison between the current month and the same month in the previous year referenced in a percentage differential.

“YTD” means “Year to Date” which is a better barometer of the market’s overall performance as this stat encompasses more data. NB: All YTD data below (except "Total Sales) are YTD monthly averages.

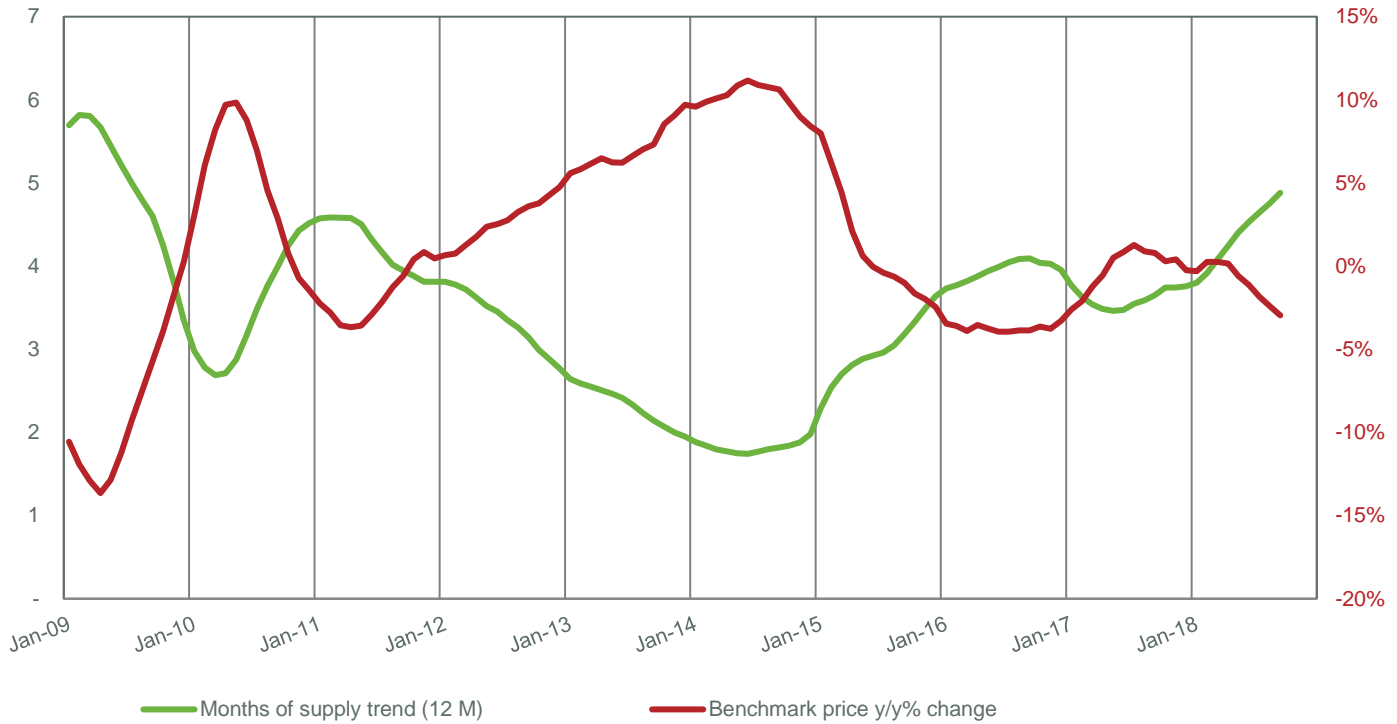
“Benchmark Price” (aka "[Home Price Index](#)") represents the price of a typical property within each market. The Benchmark price takes into consideration what average prices and median prices do not – items such as lot size, age, number of rooms, etc. These features become the composite of the ‘typical house’ in a given area. The methodology of this comprehensive approach can be found [here](#).

SUMMARY OF TOTAL RESIDENTIAL STATS (combined: detached + attached + apartment condos):

City of Calgary	2017 Y/Y	2018 Y/Y	Y/Y % change	2017 YTD	2018 YTD	YTD % change
Total Sales	1460	1272	-7.9%	14998	12862	-14.2%
New Listings	3263	3088	-5.3%	28239	29213	+3.5%
Inventory	6882	7947	+15.5%	N/A	N/A	N/A
Sales to New Listing Ratio	44.7%	41.2%	-3.55%	53.1%	44.0%	-9.1%
Benchmark Price	441,800	428,700	-2.97%	438,556	434,344	-0.96%
Median Price	423,000	414,500	-2.01%	436,000	425,700	-2.36%
Average Price	485,041	470,088	-3.08%	489,046	484,399	-0.95%
BMA Averages			-2.69%			-1.42%

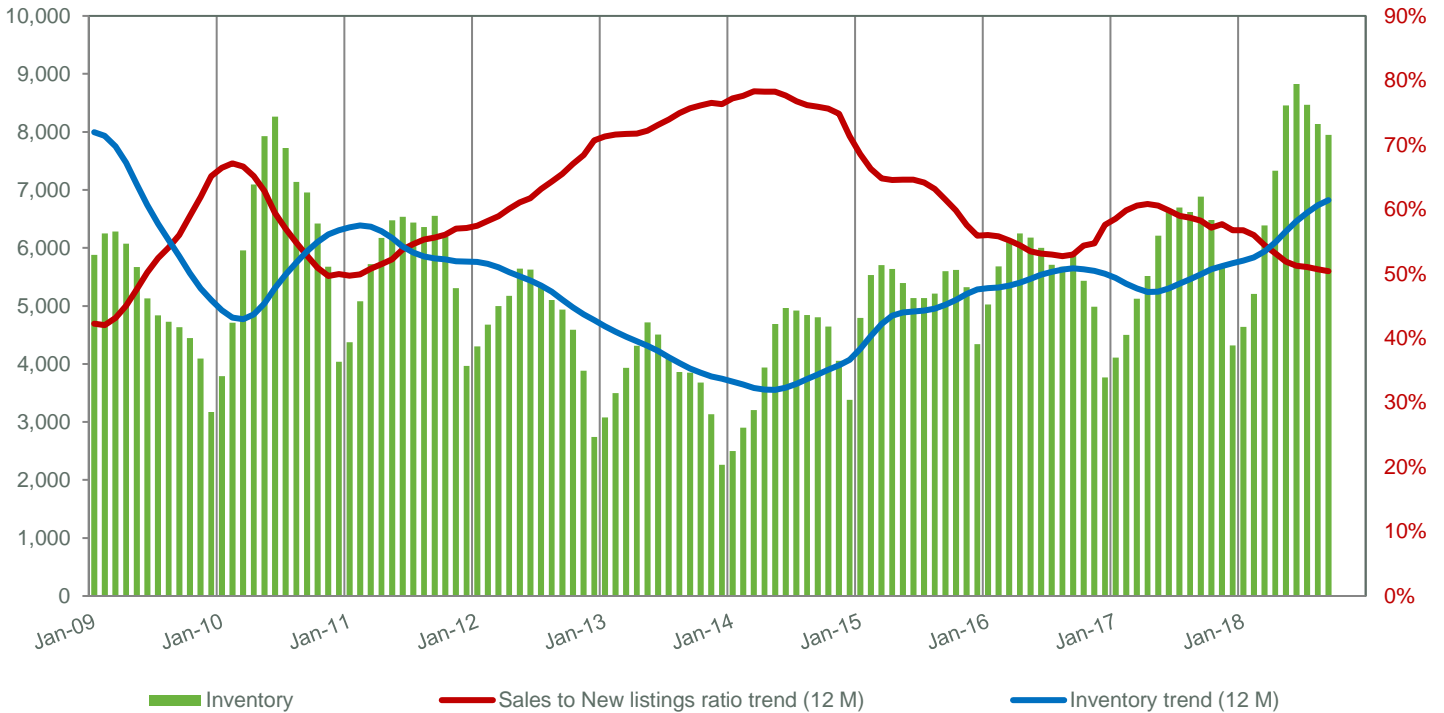


MONTHS OF SUPPLY AND PRICE CHANGE



Source: CREB

SALES TO NEW LISTINGS RATIO AND INVENTORY

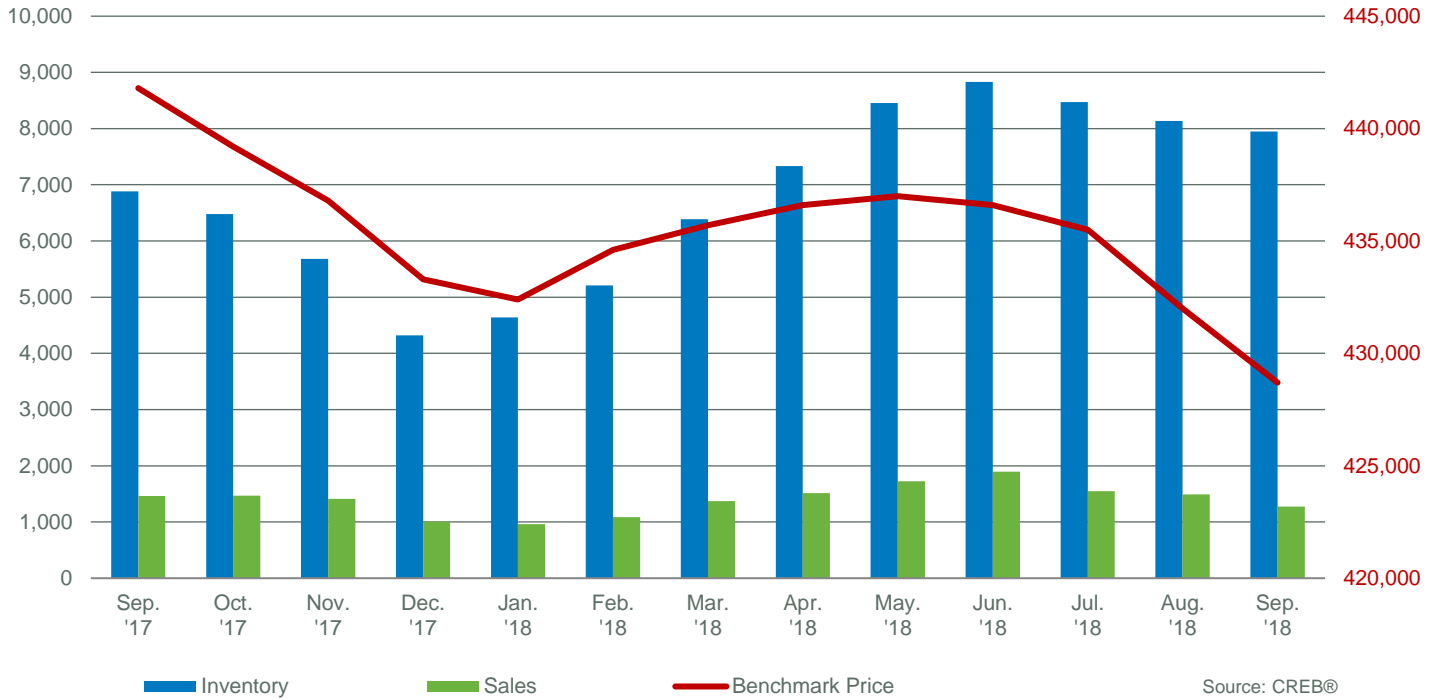


Source: CREB®

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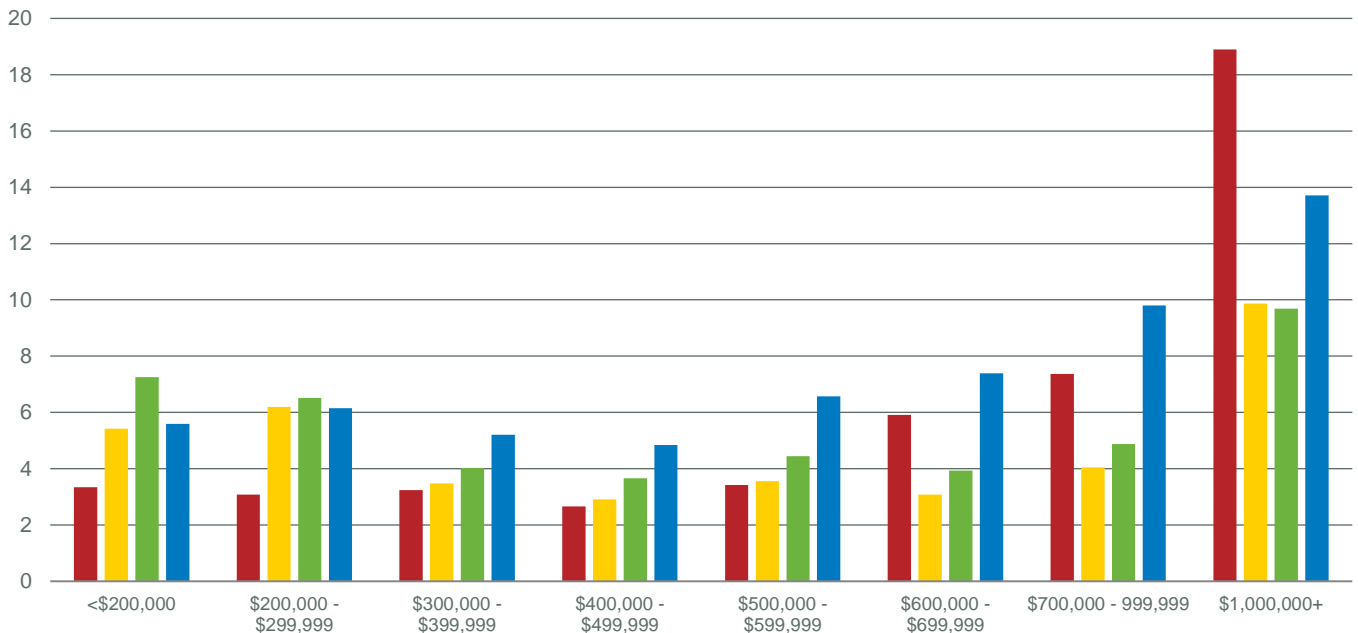


INVENTORY, SALES AND PRICE



MONTHS OF SUPPLY BY PRICE RANGE

September





ABOUT THE CALGARY MARKET:

With no change in the economic climate, Calgary's sales activity totaled 1,273 units in September, a 13 per cent decline over the previous year and well below long-term averages. There was a pullback in sales across all product types, most notably the detached market.

"Calgary's economy continues to struggle with unemployment, which rose again last month to over eight per cent. Concerns in the employment market, higher lending rates and shaken confidence are weighing on housing demand," said CREB® chief economist Ann-Marie Lurie.

What lies ahead is yet to be seen, although past performance is the best indicator of future performance and the [Calgary's Market Cycle](#) can offer some added insight into how the market may play out in the months to come barring any unforeseen national or international market impacting events.

Moving forward, particular attention will be on the Sales to List Ratios in each of the market segments along with the Absorption Rates, both of which are good barometers of the market's buoyancy.

Market intelligence really matters in today's Real Estate environment. Pricing trends have, and will continue to vary depending on product type, price range and location. Sellers in this market need to have a good understanding of activity within their specific niche of the market. This is where **RealPros** can help you navigate the varying market conditions to accomplish your Real Estate goals, which are always unique to each Buyer & Seller according to their personal circumstances.

For additional Calgary market statistics click [here](#).

BROADER PERSPECTIVES OF THE MARKET:

Click [here](#) to view CMHC'S Calgary Market Outlook

Click [here](#) to view is the CREB Housing Forecast Report

Click [here](#) to view the City of Calgary and Region Economic Outlook for the next 5 years:

Click [here](#) to view the REMAX Canadian Market Outlook

Click [here](#) to view the ATB's Alberta Economic Outlook

Click [here](#) to see Alberta's Economic Dashboard! A live snapshot look at the key indicators on Alberta's economy.

And on the following pages are 4 Economic Indicators which ultimately affect the Real Estate Market.



4 Economic indicators:

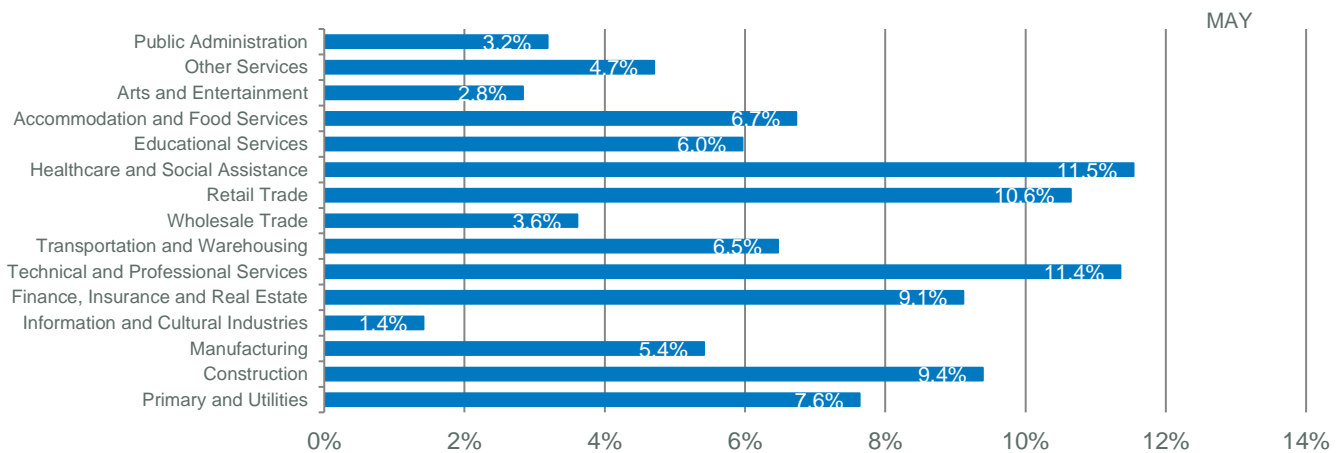
Employment

The employment market is one factor that can impact the demand for housing.

Employment statistics for the Calgary Census Metropolitan Area (CMA) are generated by Statistics Canada and updated on a monthly basis.

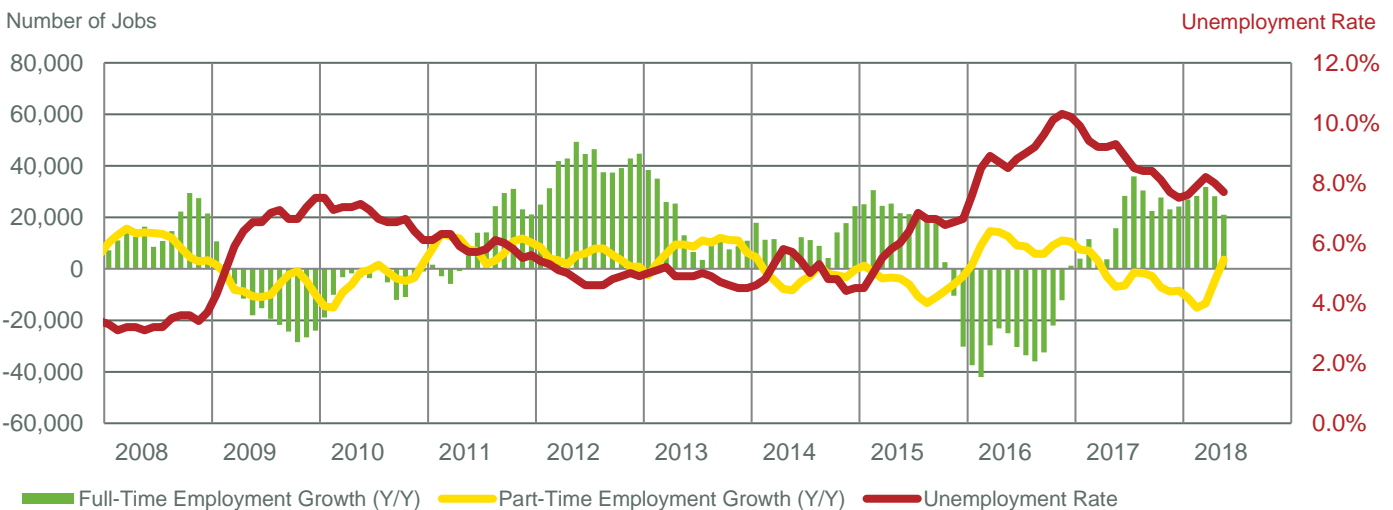
The forecast information included is provided by the Conference Board of Canada, and is updated three times a year.

EMPLOYMENT BY INDUSTRY CALGARY CMA



Source: Statistics Canada

CALGARY CMA FULL AND PART TIME EMPLOYMENT



Source: Statistics Canada



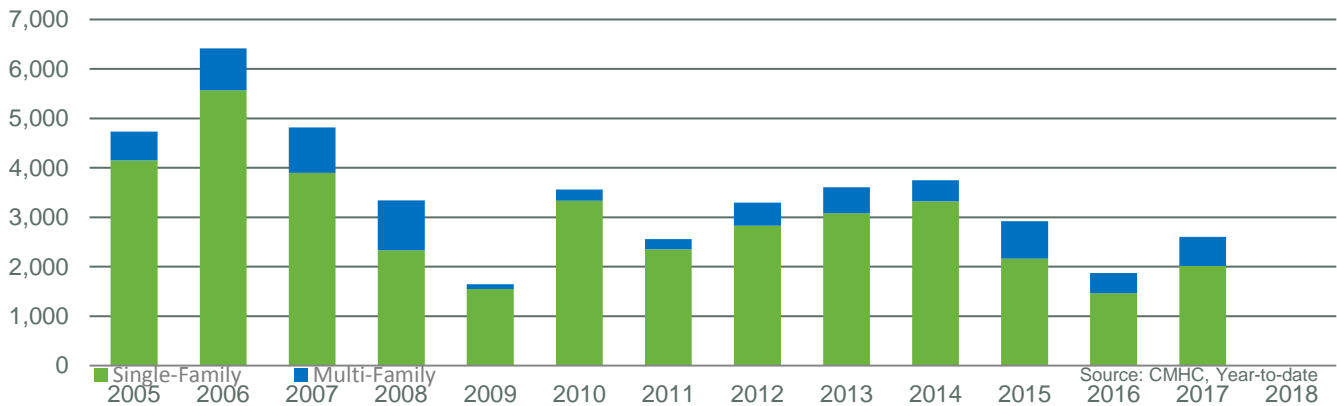
Housing Starts

The level of new home activity can impact the resale market, making it an important trend to follow.

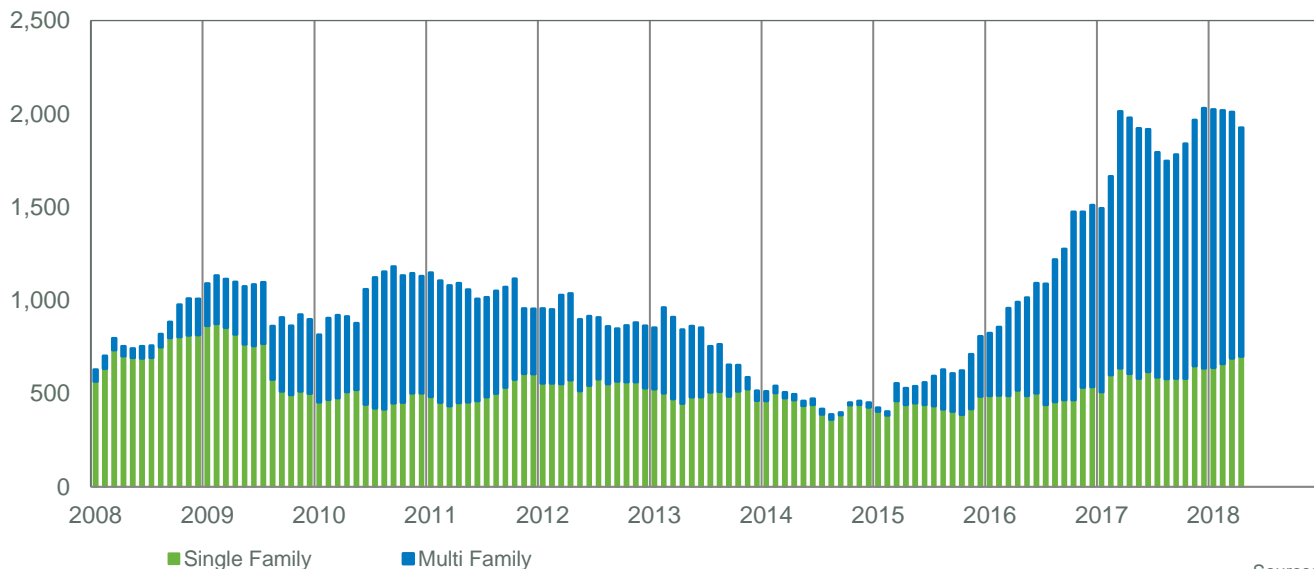
Actual data is compiled by the Canada Mortgage and Housing Corp. (CMHC). Forecast information is provided by the Conference Board of Canada and is updated three times a year.

CALGARY CMA HOUSING STARTS (YTD)

YTD-JUNE



CALGARY CMA NEWLY COMPLETED AND UNOCCUPIED





Population

Population growth is comprised of natural increases and net migration. The level of new migrants has a strong relationship with housing demand.

Figures for the city are updated on an annual basis, with forecast estimates updated two to three times a year depending on the forecaster.

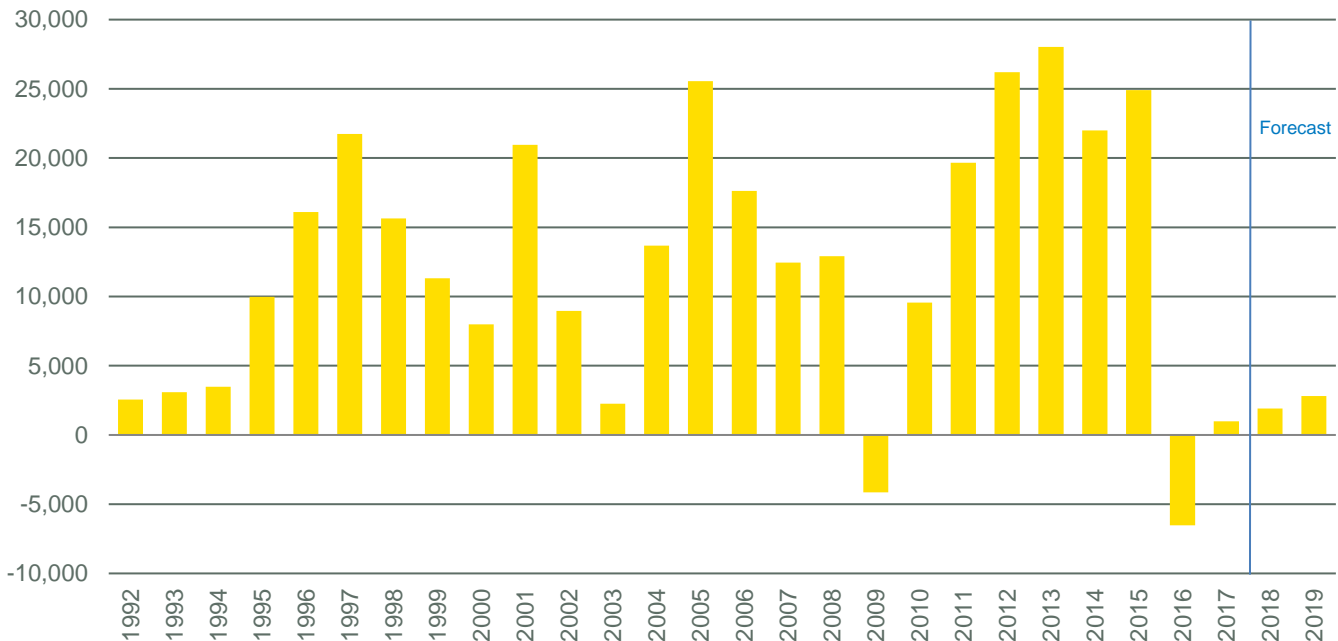
Data used includes information provided by the City of Calgary, Statistics Canada and the Conference Board of Canada.

The City of Calgary's annual figures are based on the civic census data collected in April.

Statistics Canada completes a census every five years, providing annual population estimates in non-census years. Annual population estimates are as of July 1 of that year.

The Conference Board of Canada uses information provided by Statistics Canada and generates annual estimates and forecasts for the Calgary CMA.

CITY OF CALGARY NET MIGRATION



Source: City of Calgary Civic Census, City of Calgary Forecast



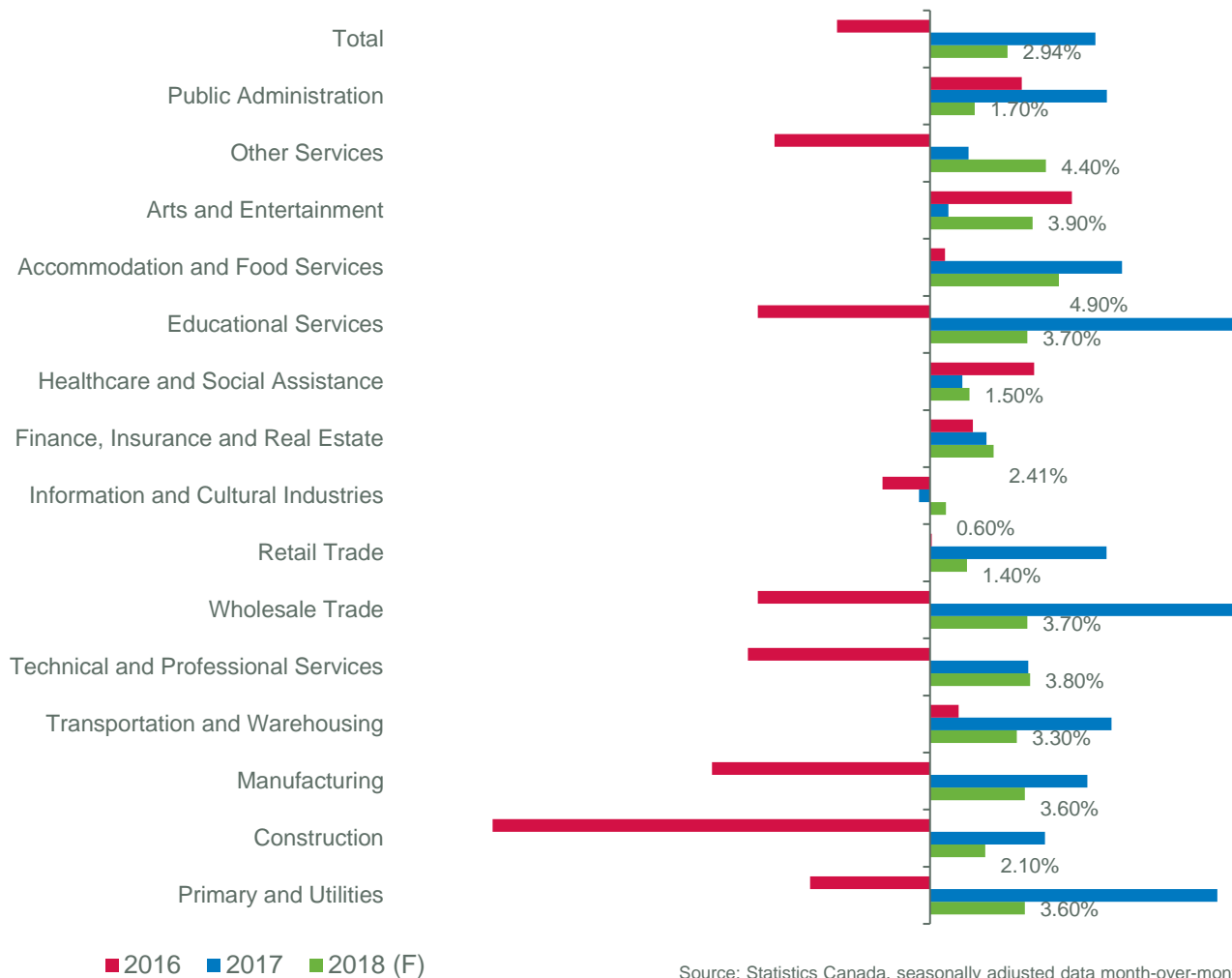
GDP Growth

The gross domestic product (GDP) growth is an estimate of economic health in the region.

Calgary CMA GDP figures are updated quarterly and often lag behind the current date. For example, if we are in the first quarter of the year, final estimates for the third quarter of the previous year would be available.

GDP estimates and forecasts are provided by the Conference Board of Canada and are updated three times a year.

GDP GROWTH BY INDUSTRY - CALGARY CMA



Source: Statistics Canada, seasonally adjusted data month-over-month growth



WHAT DOES ALL OF THIS MEAN FOR SELLERS AND BUYERS?

Sellers: Because of the diversity of Calgary's Market Sectors, the perfect timing to bring your home into the market will hinge on the specific market niche your home sits within and the Absorption Rates of that specific market niche'. Sellers who need to sell asap need to price their homes competitively and continue to monitor the market closely as new precedents are being set within the market. They also need to stage and maintain their home exceptionally well to show its best light for all prospective buyers. Contact us for professional insight into the specific niche which your property lies within and the best timing to sell your home.

Buyers should closely monitor the market for homes that meet their criteria and make decisions based upon long term goals. Added due diligence is required to ensure they don't pay too much and have the necessary terms and conditions to protect their interests. Remember to get pre-qualified with a good mortgage broker to guarantee the rates of today. In your pre-approval process, try to arrange for at least 90 days and preferably 120 days for your interest rate guarantee. It is very important for buyers to consider carefully the niche which their attention lies and get good professional advice on their next purchase accordingly. We, at RealPros, believe in providing you with excellent information to help you make great educated decisions!

There are so many variables that will affect the best time for our clients to either buy or sell. For consultation specific to your circumstances, give us a call, we are always happy to chat with you!





At **RealPros** we view part of our role as educators; providing our clients with excellent information to help them make good educated decisions.

I trust the above information gives you a good insight into Calgary's market. If you have any questions, please don't hesitate to call anytime.

**** The information contained herein is strictly confidential and has been developed solely for the recipient(s) purpose to make an informed decision. Distribution or reproduction of this information, in its entirety or any portion hereof, without the written permission of the sender, is strictly prohibited. ****

All the best,

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Please note: The [Real Estate Council of Alberta](#) asks that we educate all clients and prospective clients on the matters of Agency Relationship. Click [here](#) to visit RECA's webpage that offers great information on Agency Relationship and more!

