

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JUNE
2024

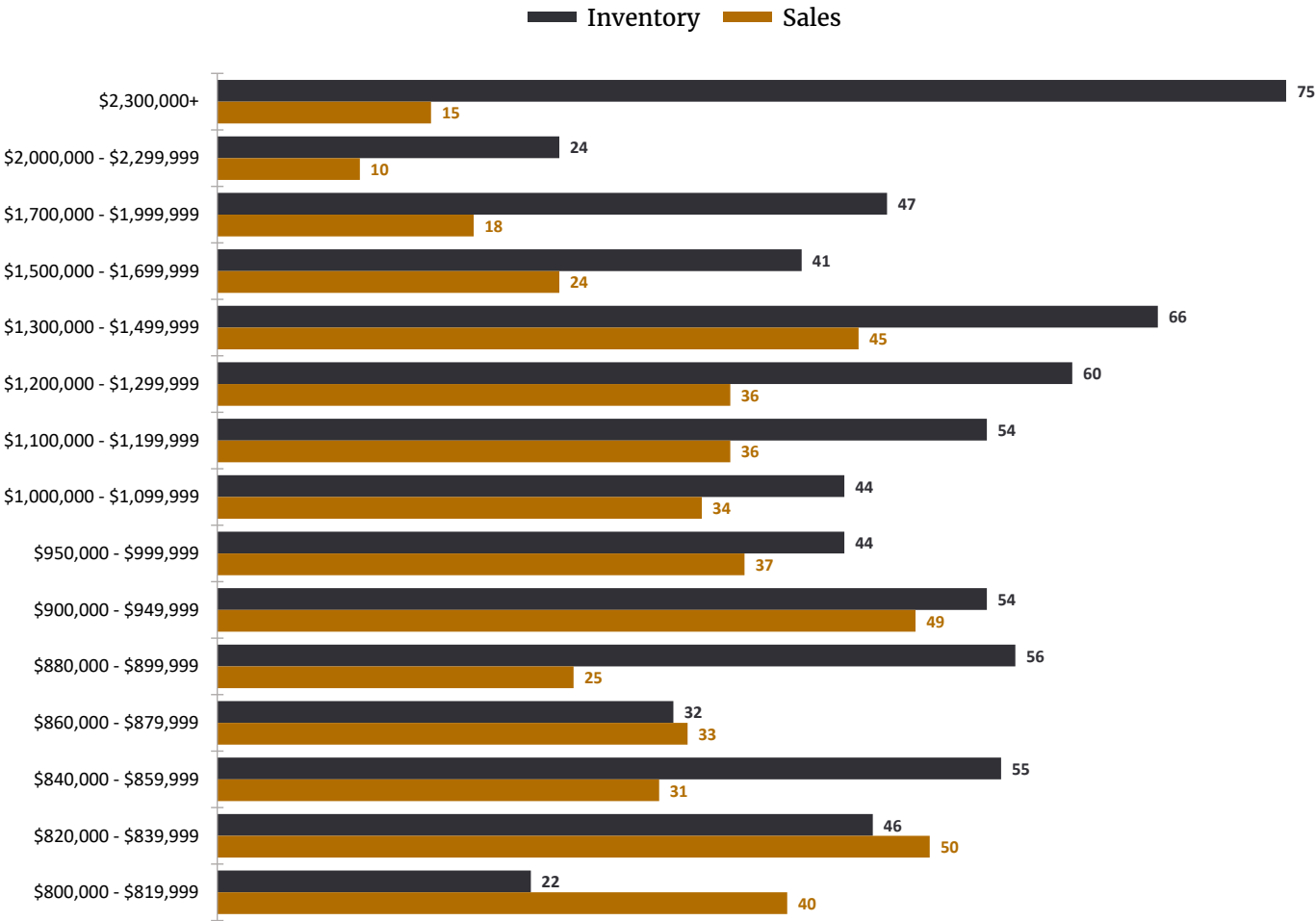
CALGARY

ALBERTA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | MAY 2024

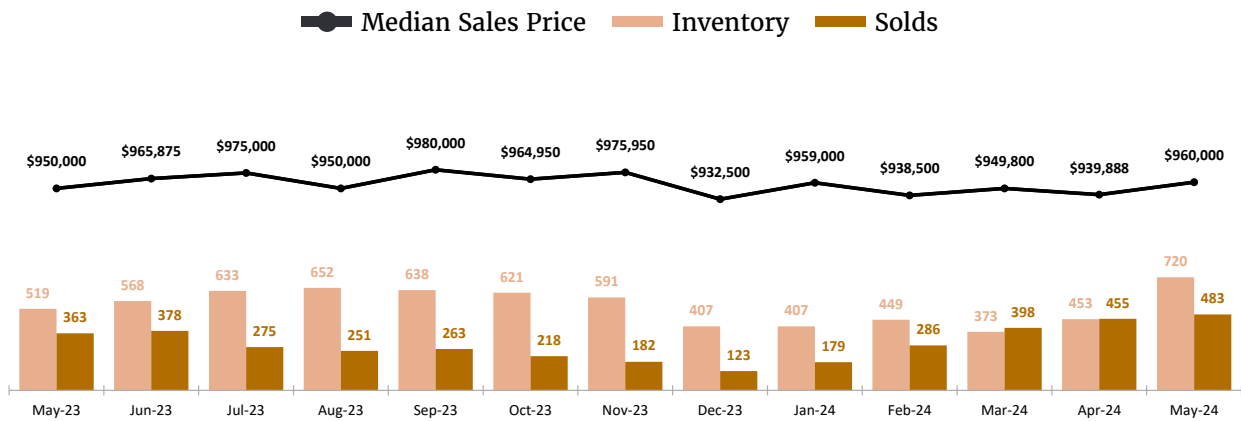
Total Inventory: 720 **Total Sales: 483** **Total Sales Ratio²: 67%** **Seller's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$877,500	4	2	76	98	78%
1,500 - 1,999	\$921,500	4	3	84	125	67%
2,000 - 2,499	\$915,000	4	4	185	207	89%
2,500 - 2,999	\$1,182,750	4	4	96	141	68%
3,000 - 3,499	\$1,682,450	4	4	28	81	35%
3,500+	\$2,540,000	5	6	14	67	21%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2023 May 2024

519 720

VARIANCE: **39%**

TOTAL SOLDS

May 2023 May 2024

363 483

VARIANCE: **33%**

SALES PRICE

May 2023 May 2024

\$950k \$960k

VARIANCE: **1%**

SALE PRICE PER SQFT.

May 2023 May 2024

\$452 \$478

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

May 2023 May 2024

99.28% 100.00%

VARIANCE: **1%**

DAYS ON MARKET

May 2023 May 2024

15 11

VARIANCE: **-27%**

CALGARY MARKET SUMMARY | MAY 2024

- The single-family luxury market is a **Seller's Market** with a **67% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in May 2024.
- The most active price band is **\$800,000-\$819,999**, where the sales ratio is **182%**.
- The median luxury sales price for single-family homes is **\$960,000**.
- The median days on market for May 2024 was **11** days, down from **15** in May 2023.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

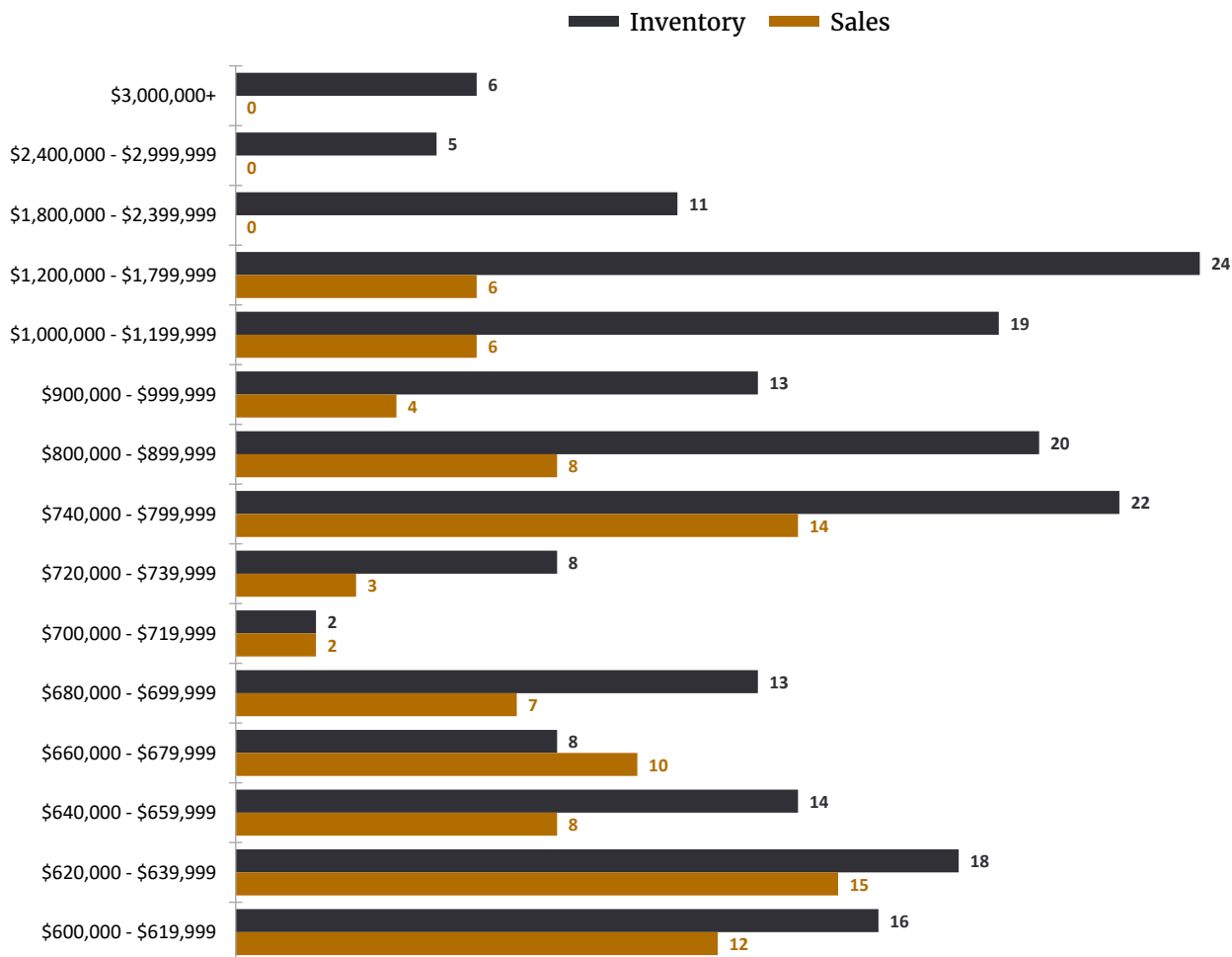
LUXURY INVENTORY VS. SALES | MAY 2024

Total Inventory: **199**

Total Sales: **95**

Total Sales Ratio²: **48%**

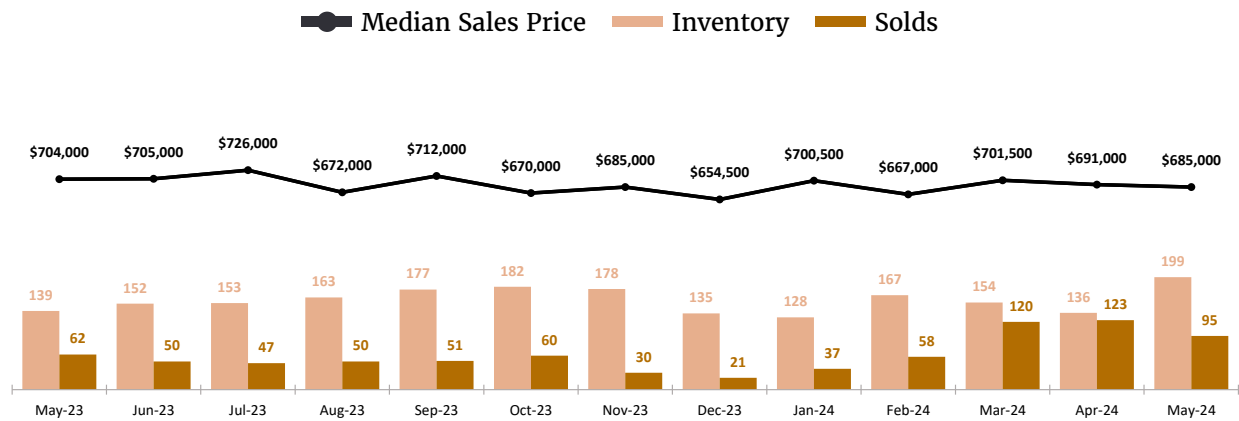
Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,199	\$670,000	2	2	13	28	46%
1,200 - 1,399	\$662,198	3	3	16	37	43%
1,400 - 1,599	\$750,000	3	3	25	42	60%
1,600 - 1,799	\$667,450	3	3	20	26	77%
1,800 - 1,999	\$787,500	3	3	14	20	70%
2,000+	\$898,750	3	4	7	46	15%

¹The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS[®] data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | MAY

TOTAL INVENTORY

May 2023 May 2024
139 **199**

VARIANCE: **43%**

TOTAL SOLDS

May 2023 May 2024
62 **95**

VARIANCE: **53%**

SALES PRICE

May 2023 May 2024
\$704k **\$685k**

VARIANCE: **-3%**

SALE PRICE PER SQFT.

May 2023 May 2024
\$488 **\$489**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

May 2023 May 2024
99.40% **99.87%**

VARIANCE: **0%**

DAYS ON MARKET

May 2023 May 2024
19 **15**

VARIANCE: **-21%**

CALGARY MARKET SUMMARY | MAY 2024

- The attached luxury market is a **Seller's Market** with a **48% Sales Ratio**.
- Homes sold for a median of **99.87% of list price** in May 2024.
- The most active price band is **\$660,000-\$679,999**, where the sales ratio is **125%**.
- The median luxury sales price for attached homes is **\$685,000**.
- The median days on market for May 2024 was **15** days, down from **19** in May 2023.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.