

INSTITUTE *for*  
LUXURY HOME  
MARKETING®

*Home of the CLHMS™*

SEPTEMBER  
2024

CALGARY  

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ALBERTA

[www.LuxuryHomeMarketing.com](http://www.LuxuryHomeMarketing.com)

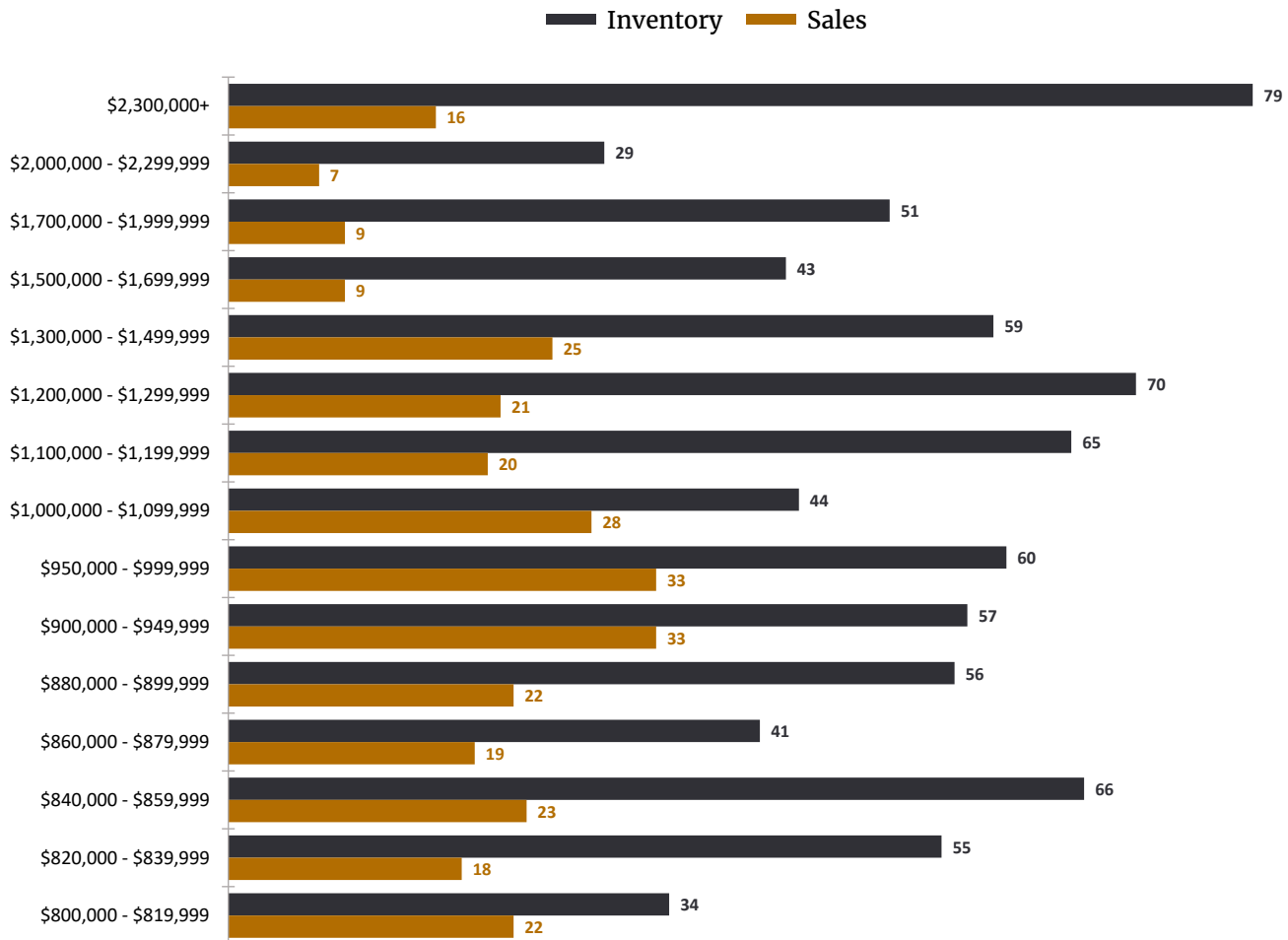
### LUXURY INVENTORY VS. SALES | AUGUST 2024

Total Inventory: **809**

Total Sales: **305**

Total Sales Ratio<sup>2</sup>: **38%**

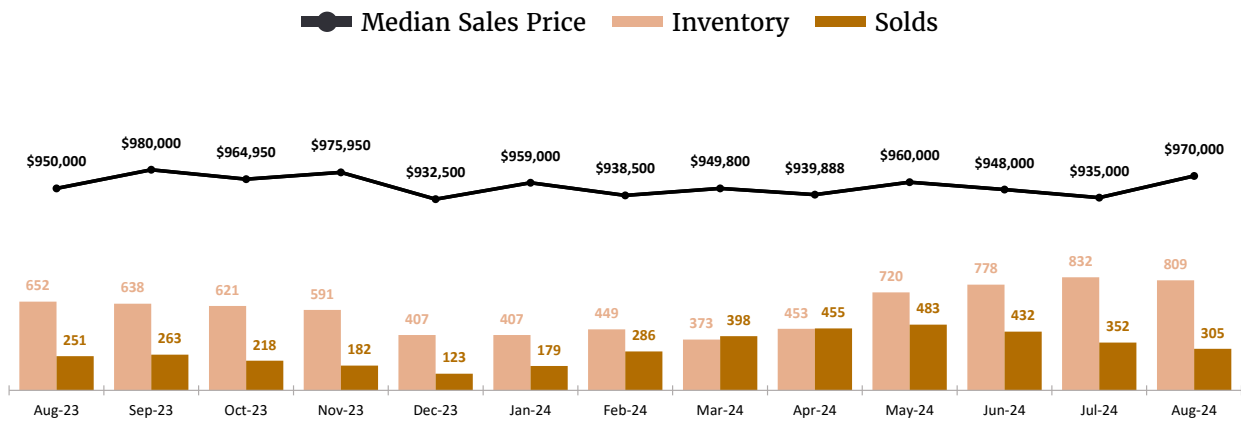
**Seller's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$886,250	4	3	44	109	40%
1,500 - 1,999	\$925,000	4	3	43	125	34%
2,000 - 2,499	\$905,000	4	4	104	272	38%
2,500 - 2,999	\$1,150,000	4	4	75	159	47%
3,000 - 3,499	\$1,480,000	5	4	27	69	39%
3,500+	\$2,982,500	5	5	11	75	15%

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

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | AUGUST

#### TOTAL INVENTORY

Aug. 2023    Aug. 2024  
**652**        **809**

**VARIANCE: 24%**

#### TOTAL SOLDS

Aug. 2023    Aug. 2024  
**251**        **305**

**VARIANCE: 22%**

#### SALES PRICE

Aug. 2023    Aug. 2024  
**\$950k**      **\$970k**

**VARIANCE: 2%**

#### SALE PRICE PER SQFT.

Aug. 2023    Aug. 2024  
**\$450**        **\$464**

**VARIANCE: 3%**

#### SALE TO LIST PRICE RATIO

Aug. 2023    Aug. 2024  
**98.66%**      **98.49%**

**VARIANCE: 0%**

#### DAYS ON MARKET

Aug. 2023    Aug. 2024  
**18**            **19**

**VARIANCE: 6%**

## CALGARY MARKET SUMMARY | AUGUST 2024

- The single-family luxury market is a **Seller's Market** with a **38% Sales Ratio**.
- Homes sold for a median of **98.49% of list price** in August 2024.
- The most active price band is **\$800,000-\$819,999**, where the sales ratio is **65%**.
- The median luxury sales price for single-family homes is **\$970,000**.
- The median days on market for August 2024 was **19** days, up from **18** in August 2023.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.

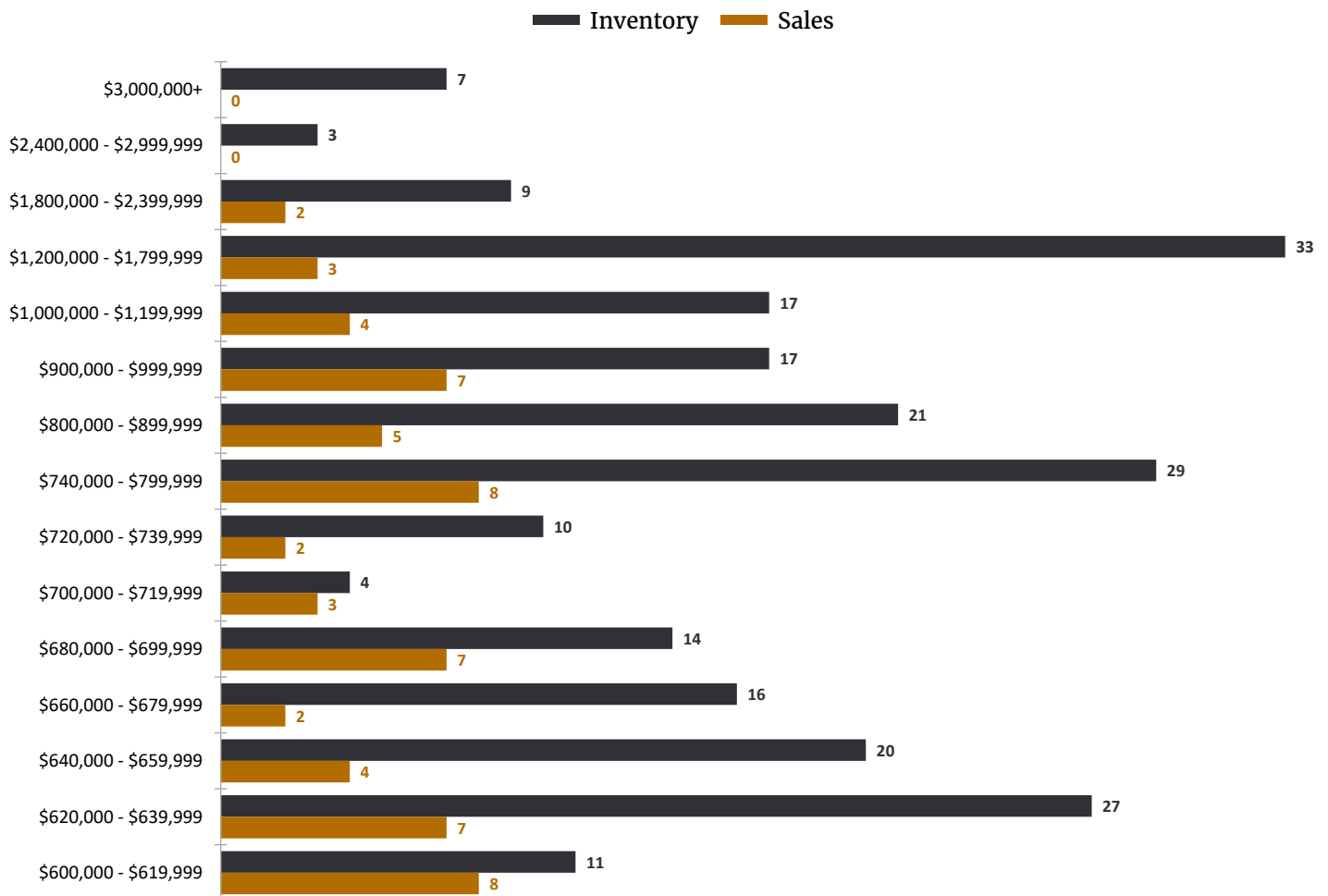
## LUXURY INVENTORY VS. SALES | AUGUST 2024

Total Inventory: **238**

Total Sales: **62**

Total Sales Ratio<sup>2</sup>: **26%**

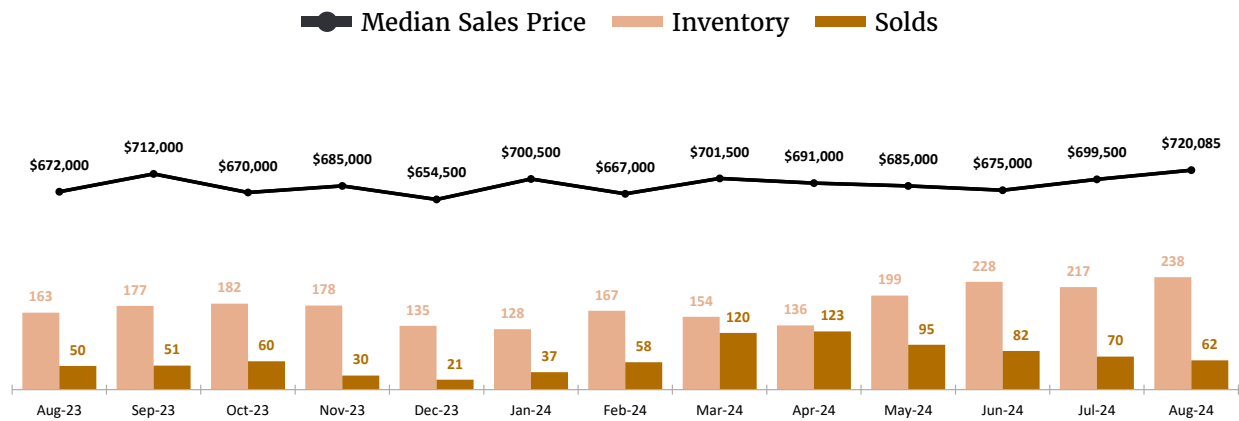
**Seller's Market**



Square Feet <sup>3</sup> -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,199	\$640,000	2	2	9	35	26%
1,200 - 1,399	\$701,335	3	3	16	30	53%
1,400 - 1,599	\$685,000	3	3	13	48	27%
1,600 - 1,799	\$910,000	2	3	9	49	18%
1,800 - 1,999	\$900,000	3	3	5	26	19%
2,000+	\$1,069,500	3	4	10	50	20%

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

### 13-MONTH LUXURY MARKET TREND<sup>4</sup>



### MEDIAN DATA REVIEW | AUGUST

#### TOTAL INVENTORY

Aug. 2023      Aug. 2024

**163**      **238**

VARIANCE: **46%**

#### TOTAL SOLDS

Aug. 2023      Aug. 2024

**50**      **62**

VARIANCE: **24%**

#### SALES PRICE

Aug. 2023      Aug. 2024

**\$672k**      **\$720k**

VARIANCE: **7%**

#### SALE PRICE PER SQFT.

Aug. 2023      Aug. 2024

**\$503**      **\$505**

VARIANCE: **0%**

#### SALE TO LIST PRICE RATIO

Aug. 2023      Aug. 2024

**99.11%**      **98.87%**

VARIANCE: **0%**

#### DAYS ON MARKET

Aug. 2023      Aug. 2024

**22**      **27**

VARIANCE: **23%**

### CALGARY MARKET SUMMARY | AUGUST 2024

- The attached luxury market is a **Seller's Market** with a **26% Sales Ratio**.
- Homes sold for a median of **98.87% of list price** in August 2024.
- The most active price band is **\$700,000-\$719,999**, where the sales ratio is **75%**.
- The median luxury sales price for attached homes is **\$720,085**.
- The median days on market for August 2024 was **27** days, up from **22** in August 2023.

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

<sup>4</sup>Data reported includes Active and Sold properties and does not include Pending properties.