

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

DECEMBER
2024

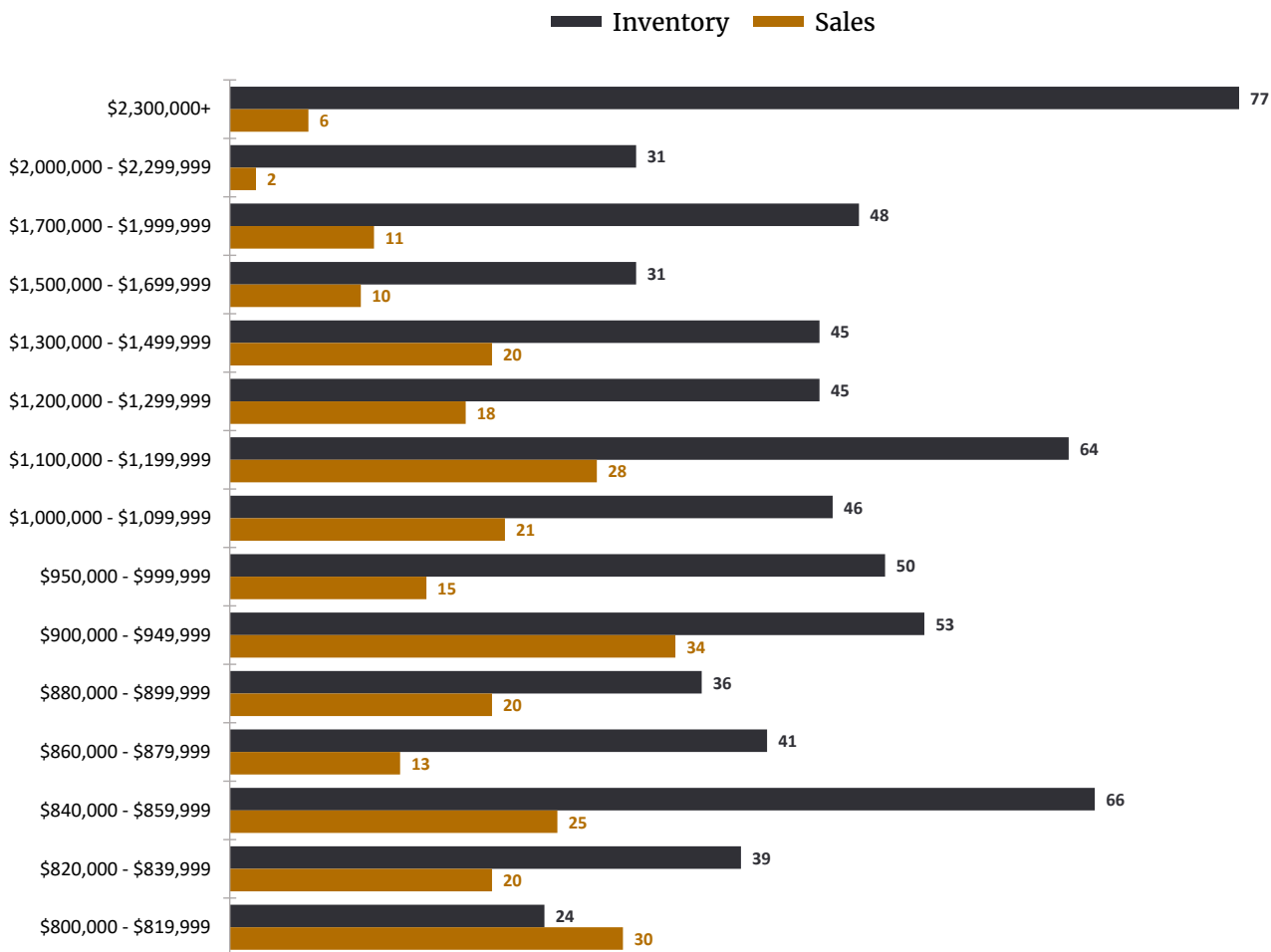
CALGARY

ALBERTA

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | NOVEMBER 2024

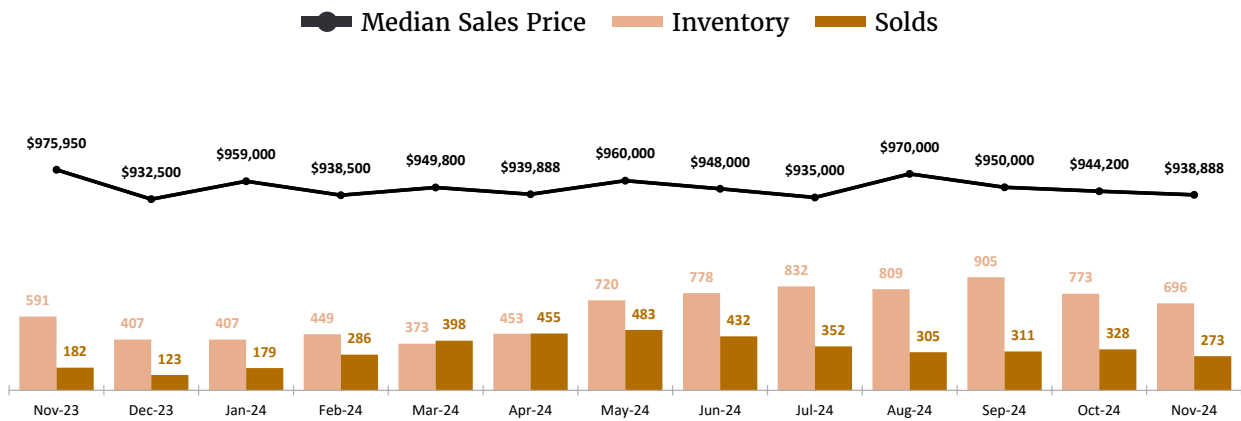
Total Inventory: 696 **Total Sales: 273** **Total Sales Ratio²: 39%** **Seller's Market**



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,499	\$883,000	4	3	41	88	47%
1,500 - 1,999	\$935,000	4	4	50	102	49%
2,000 - 2,499	\$900,000	4	4	99	228	43%
2,500 - 2,999	\$1,025,000	4	4	58	154	38%
3,000 - 3,499	\$1,435,000	5	4	16	64	25%
3,500+	\$1,879,000	6	5	9	60	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 | NOVEMBER

TOTAL INVENTORY

Nov. 2023 Nov. 2024
591 **696**

VARIANCE: 18%

TOTAL SOLDS

Nov. 2023 Nov. 2024
182 **273**

VARIANCE: 50%

SALES PRICE

Nov. 2023 Nov. 2024
\$976k **\$939k**

VARIANCE: -4%

SALE PRICE PER SQFT.

Nov. 2023 Nov. 2024
\$464 **\$470**

VARIANCE: 1%

SALE TO LIST PRICE RATIO

Nov. 2023 Nov. 2024
97.76% **98.65%**

VARIANCE: 1%

DAYS ON MARKET

Nov. 2023 Nov. 2024
32 **24**

VARIANCE: -25%

CALGARY MARKET SUMMARY | NOVEMBER 2024

- The single-family luxury market is a **Seller's Market** with a **39% Sales Ratio**.
- Homes sold for a median of **98.65% of list price** in November 2024.
- The most active price band is **\$800,000-\$819,999**, where the sales ratio is **125%**.
- The median luxury sales price for single-family homes is **\$938,888**.
- The median days on market for November 2024 was **24** days, down from **32** in November 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.

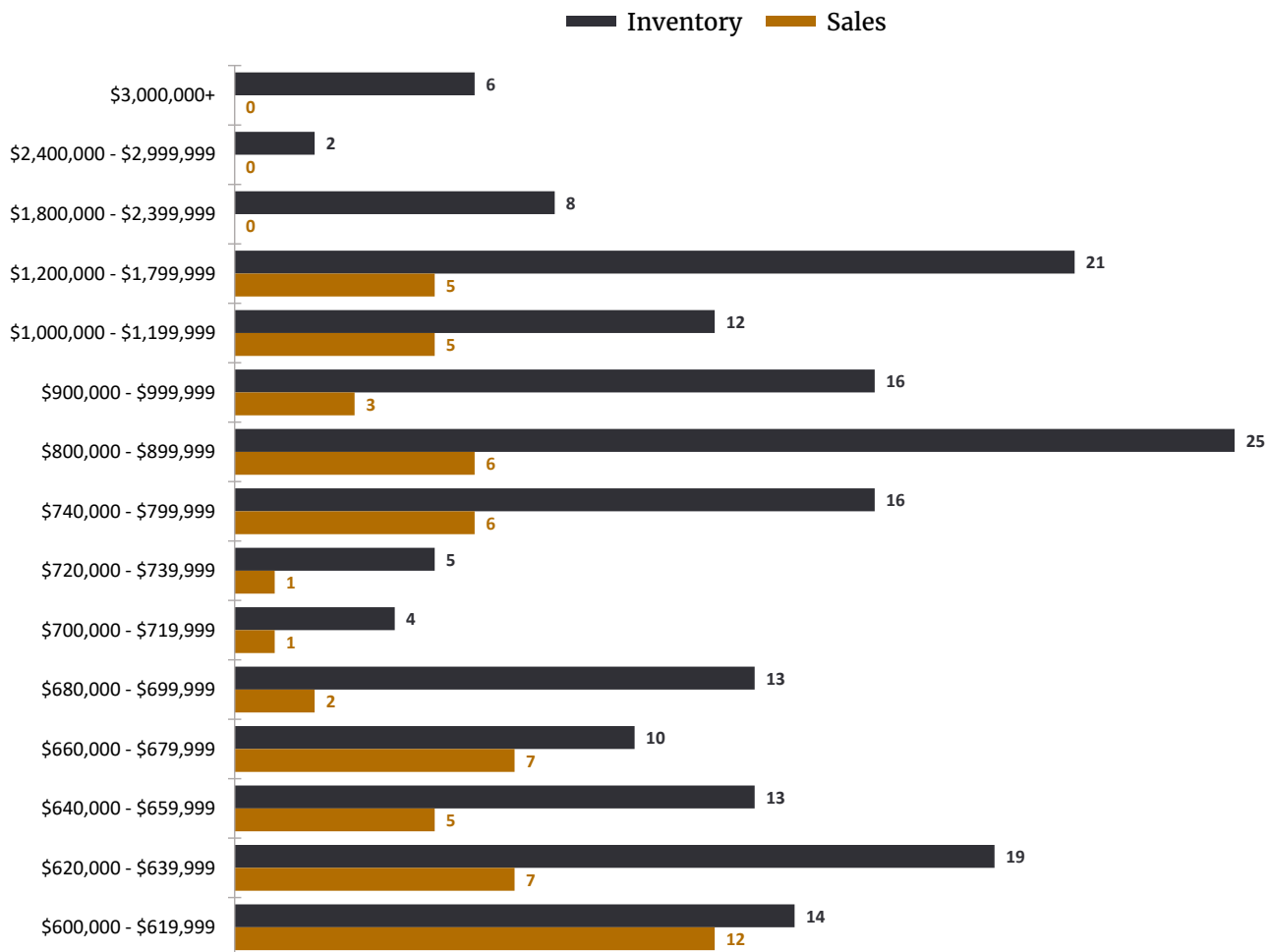
LUXURY INVENTORY VS. SALES | NOVEMBER 2024

Total Inventory: **184**

Total Sales: **60**

Total Sales Ratio²: **33%**

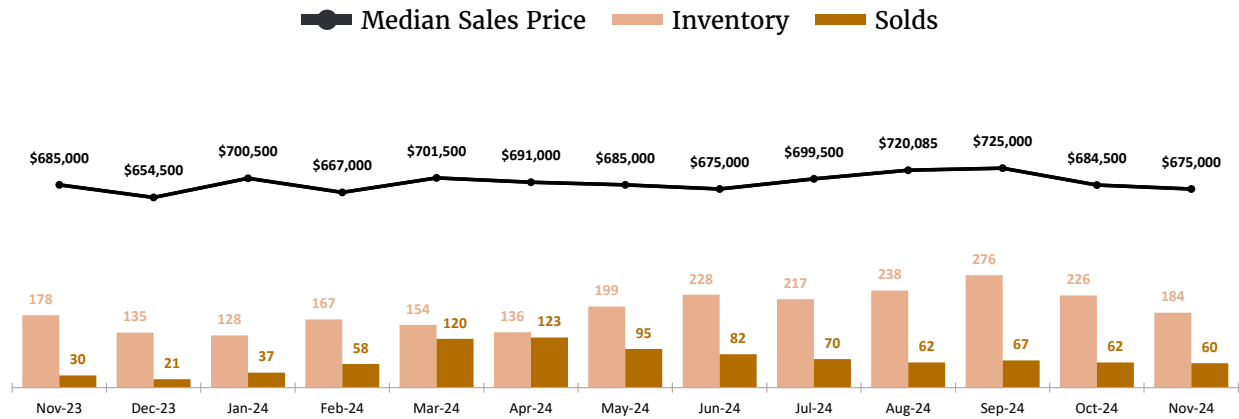
Seller's Market



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,199	\$635,000	2	3	5	27	19%
1,200 - 1,399	\$675,000	3	3	15	24	63%
1,400 - 1,599	\$668,000	2	3	13	32	41%
1,600 - 1,799	\$856,750	2	3	8	40	20%
1,800 - 1,999	\$665,000	3	3	7	20	35%
2,000+	\$845,000	3	3	12	41	29%

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 | NOVEMBER

TOTAL INVENTORY

Nov. 2023 Nov. 2024
178 **184**

VARIANCE: **3%**

TOTAL SOLDS

Nov. 2023 Nov. 2024
30 **60**

VARIANCE: **100%**

SALES PRICE

Nov. 2023 Nov. 2024
\$685k **\$675k**

VARIANCE: **-1%**

SALE PRICE PER SQFT.

Nov. 2023 Nov. 2024
\$468 **\$468**

VARIANCE: **0%**

SALE TO LIST PRICE RATIO

Nov. 2023 Nov. 2024
98.46% **97.81%**

VARIANCE: **-1%**

DAYS ON MARKET

Nov. 2023 Nov. 2024
27 **38**

VARIANCE: **41%**

CALGARY MARKET SUMMARY | NOVEMBER 2024

- The attached luxury market is a **Seller's Market** with a **33% Sales Ratio**.
- Homes sold for a median of **97.81% of list price** in November 2024.
- The most active price band is **\$600,000-\$619,999**, where the sales ratio is **86%**.
- The median luxury sales price for attached homes is **\$675,000**.
- The median days on market for November 2024 was **38** days, up from **27** in November 2023.

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