



CALGARY  
ALBERTA

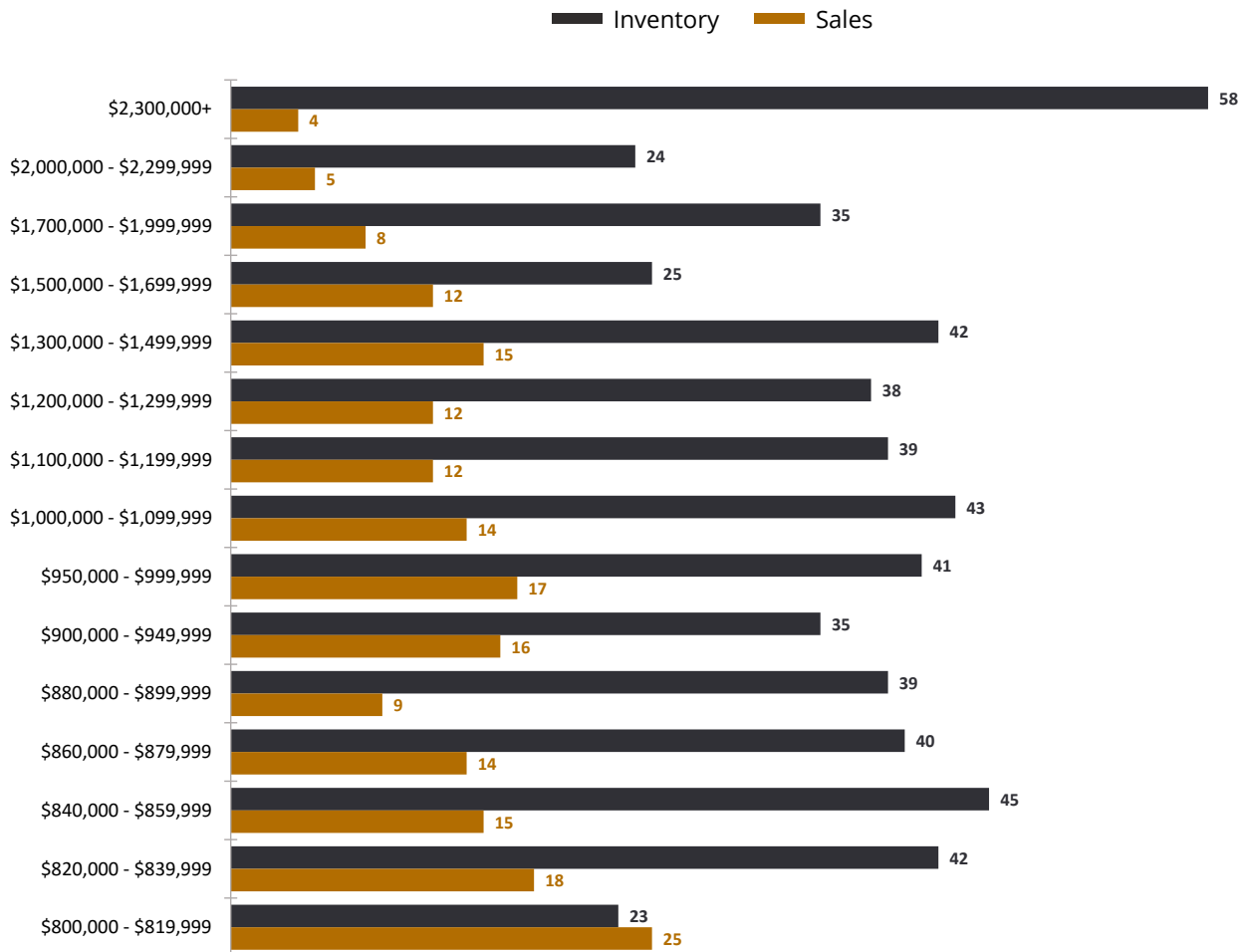
### LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **569**

Total Sales: **196**

Total Sales Ratio<sup>2</sup>: **34%**

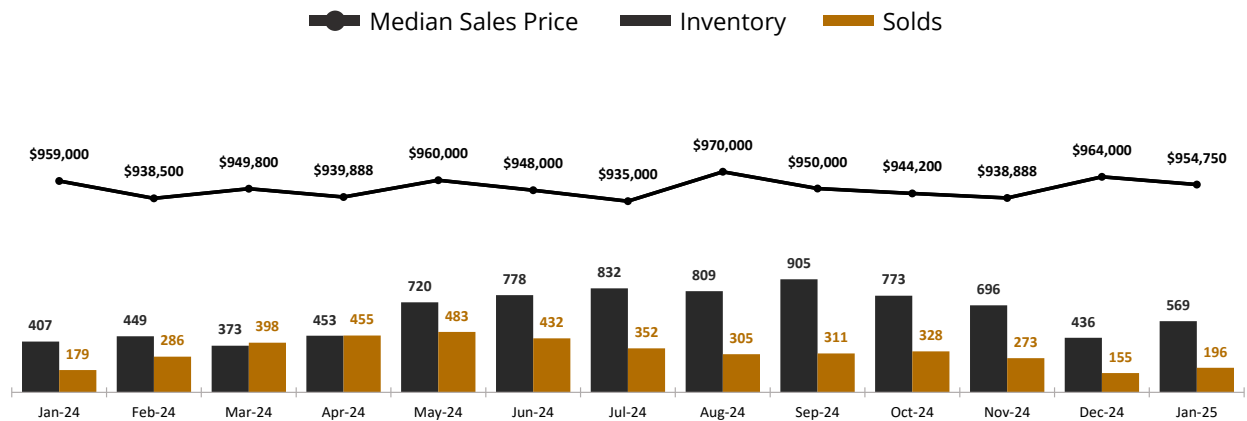
Seller's Market



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	\$870,000	4	3	35	73	48%
1,500 - 1,999	\$940,000	4	4	35	72	49%
2,000 - 2,499	\$889,000	4	4	66	200	33%
2,500 - 2,999	\$1,094,000	5	4	44	129	34%
3,000 - 3,499	\$1,600,000	5	5	12	46	26%
3,500+	\$1,773,500	6	6	4	49	8%

<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® data reported previous month's sales exceeded current inventory.

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



### MEDIAN DATA REVIEW | JANUARY

#### TOTAL INVENTORY

Jan. 2024: 407  
Jan. 2025: 569

VARIANCE: **40%**

#### TOTAL SOLDS

Jan. 2024: 179  
Jan. 2025: 196

VARIANCE: **9%**

#### SALES PRICE

Jan. 2024: \$959k  
Jan. 2025: \$955k

VARIANCE: **0%**

#### SALE PRICE PER SQFT.

Jan. 2024: \$465  
Jan. 2025: \$508

VARIANCE: **9%**

#### SALE TO LIST PRICE RATIO

Jan. 2024: 98.65%  
Jan. 2025: 98.58%

VARIANCE: **0%**

#### DAYS ON MARKET

Jan. 2024: 22  
Jan. 2025: 18

VARIANCE: **-18%**

## CALGARY MARKET SUMMARY | JANUARY 2025

- The single-family luxury market is a **Seller's Market** with a **34% Sales Ratio**.
- Homes sold for a median of **98.58% of list price** in January 2025.
- The most active price band is **\$800,000-\$819,999**, where the sales ratio is **109%**.
- The median luxury sales price for single-family homes is **\$954,750**.
- The median days on market for January 2025 was **18** days, down from **22** in January 2024.

<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.

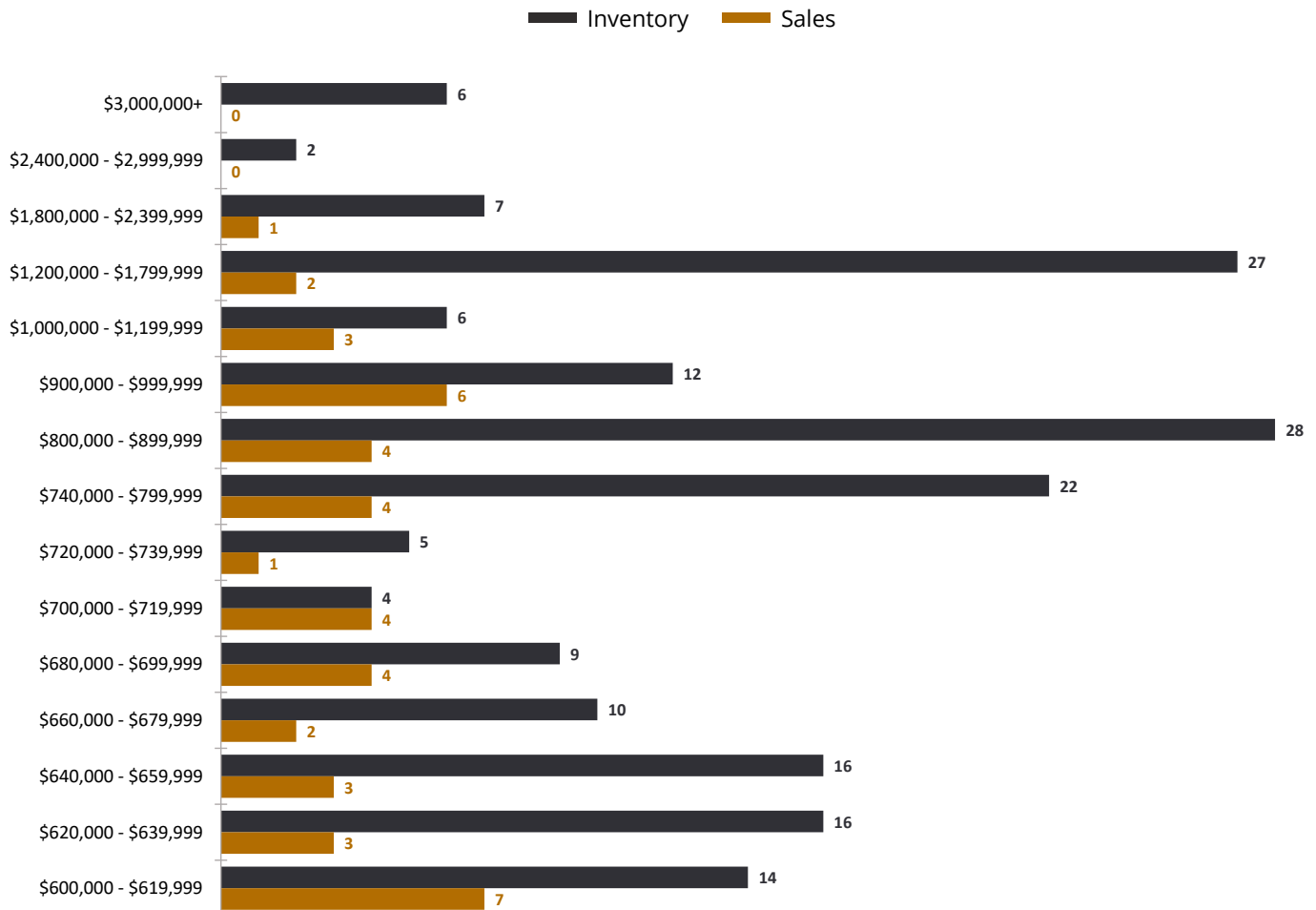
## LUXURY INVENTORY VS. SALES | JANUARY 2025

Total Inventory: **184**

Total Sales: **44**

Total Sales Ratio<sup>2</sup>: **24%**

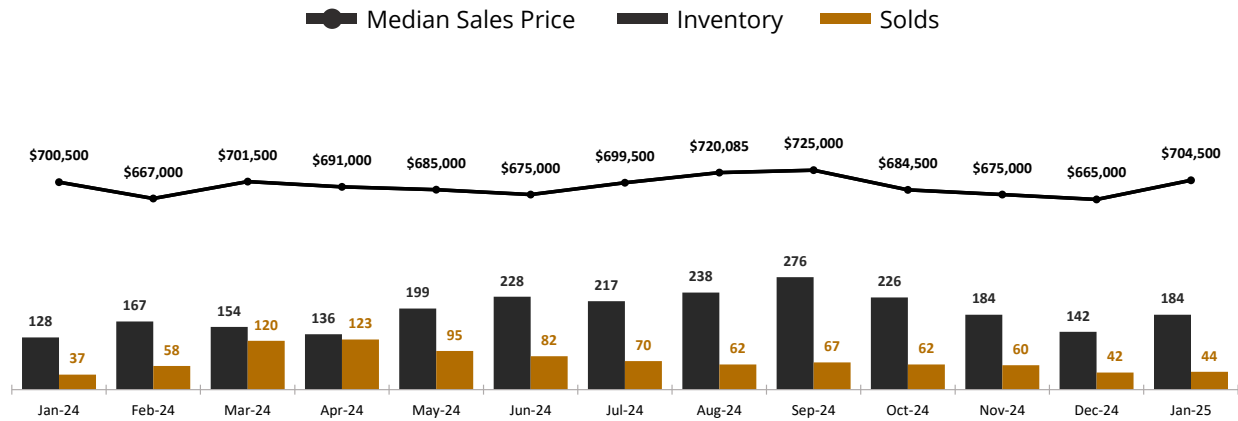
Seller's Market



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	\$842,500	2	2	6	35	17%
1,200 - 1,399	\$705,000	2	2	5	34	15%
1,400 - 1,599	\$648,000	3	3	13	39	33%
1,600 - 1,799	\$692,000	2	3	6	21	29%
1,800 - 1,999	\$875,500	3	3	8	18	44%
2,000+	\$851,500	3	4	6	37	16%

<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® data reported previous month's sales exceeded current inventory.

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



## MEDIAN DATA REVIEW | JANUARY

### TOTAL INVENTORY

Jan. 2024: 128  
Jan. 2025: 184

VARIANCE: **44%**

### TOTAL SOLDS

Jan. 2024: 37  
Jan. 2025: 44

VARIANCE: **19%**

### SALES PRICE

Jan. 2024: \$701k  
Jan. 2025: \$705k

VARIANCE: **1%**

### SALE PRICE PER SQFT.

Jan. 2024: \$494  
Jan. 2025: \$451

VARIANCE: **-9%**

### SALE TO LIST PRICE RATIO

Jan. 2024: 99.71%  
Jan. 2025: 98.41%

VARIANCE: **-1%**

### DAYS ON MARKET

Jan. 2024: 12  
Jan. 2025: 26

VARIANCE: **117%**

## CALGARY MARKET SUMMARY | JANUARY 2025

- The attached luxury market is a **Seller's Market** with a **24% Sales Ratio**.
- Homes sold for a median of **98.41% of list price** in January 2025.
- The most active price band is **\$700,000-\$719,999**, where the sales ratio is **100%**.
- The median luxury sales price for attached homes is **\$704,500**.
- The median days on market for January 2025 was **26** days, up from **12** in January 2024.

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