

# CALGARY

ALBERTA

4%

2016 AVERAGE RESIDENTIAL SALE PRICE  
**\$402,335**

## CALGARY'S MARKET CONTINUES TO ADJUST TO LOW OIL PRICES AND THE PROLONGED DOWNTURN OF THE PROVINCIAL ECONOMY.

The average residential sale price in 2016 decreased slightly to \$402,335 down four per cent year-over-year compared to 2015. Total sales between January and October were 15,642 in 2016, a decrease of seven per cent compared to the same period in 2015.

A relatively low inventory of single-family detached homes has helped demand for properties between \$300,000 and \$500,000 stay fairly strong and helped prevent the average residential sale price in Calgary from declining too considerably.

The approval of the Trans Mountain pipeline by the federal government at the end of November is expected to result in increased consumer optimism about Calgary's local economy in 2017. The average residential sale price is expected to remain stable in the new year and is not anticipated to rise until the job market in the city starts to improve.

### FIRST-TIME BUYERS

First-time buyers in Calgary are encouraged by low interest rates, particularly those buyers who work in non-oil sector related industries. The average first-time buyer looks to enter Calgary's market through the purchase of a home in the \$350,000 and \$450,000 range. Calgary's market is expected to be driven by first-time buyers at the lower end of the market in 2017.

### CONDO MARKET

Significant development of apartment-style condos in Calgary in previous years has led to a good supply of inventory and created a buyer's market. The average sale price for apartment-style condos declined seven per cent year-over-year in Calgary, from \$309,566 in to \$289,127 in 2016.

### LUXURY HOMES

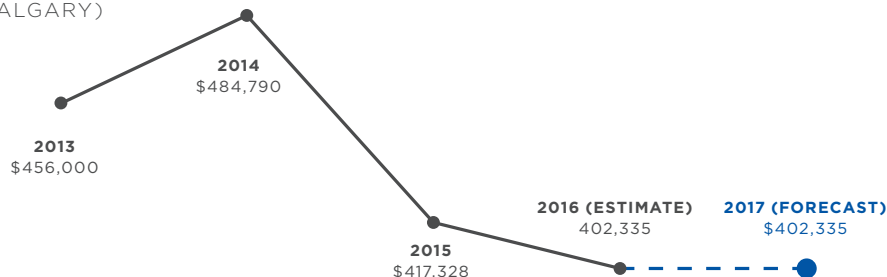
Declining average sale prices for properties in the upper-end of the market due to the prolonged downturn of Calgary's oil sector have led to increased activity in the city's luxury market from non-oil sector workers. Move-up buyers working in other industries can find good value for properties that may have previously been out of their price range.



## FUTURE TRENDS

- Consumer confidence in the Alberta economy is expected to receive a boost in 2017 due to the recent approval of the Trans Mountain pipeline
- Some oil sector related jobs gradually returned to Calgary in 2016, a trend that is expected to continue in the new year
- The RE/MAX 2017 average residential sale price expectation for Calgary is stable

AVERAGE RESIDENTIAL SALE PRICE (CALGARY)



Source: Historical values are sourced from CREA or local board statistics. Estimates and forecasts are based on the opinion of independent RE/MAX broker/owners and affiliates.