Regional Market Facts

March 2025

Airdrie

With 160 sales in March, first quarter sales were 395 units, 11 per cent lower than levels reported at this time last year. Easing sales were also met with a gain in new listings, causing the sales-to-new-listings ratio to fall to 57 per cent in March and supporting further gains in inventory levels. Last year at this time, there was limited supply available in the market compared to the sales activity. While the 398 units in inventory are much higher than the 164 units reported last year, with nearly two and a half months of supply, conditions are still moving toward more balanced conditions. Shifting away from the sellers' market conditions has taken some of the pressure off home prices. In March, the unadjusted detached benchmark price was $651,300, up over last month and over two per cent higher than prices reported last year. Recent gains have narrowed the gap from the peak price of $657,400 reported in June 2024.

PRICE
$544,900
0.8% Y/Y

SALES
160
21.2% Y/Y
10.6% YTD

INVENTORY
398
142.7% Y/Y
Monthly trend*

MONTHS OF SUPPLY
2.49
207.9% Y/Y
Monthly trend*

Cochrane

Sales in Cochrane remained consistent with last year's levels in March. After the first quarter, activity remained slightly higher than levels reported last year and well above long-term averages. New listings also improved, but thanks to the level of sales, the sales-to-new-listings ratio remained elevated at 67 per cent, slowing the growth in inventory levels compared to some areas. The 213 units available in inventory in March are a rise over last year's low levels, but are consistent with long-term trends for the month. Improvements in inventory and stable sales did cause the months of supply to trend toward more balanced conditions, especially compared with the previous four years. This shift has slowed the pace of price growth in the town. In March, detached benchmark prices reached $686,800, a gain over last month and over five per cent higher than last year. While price growth has slowed over last year, the current March price does reflect a new unadjusted record high for the town.

PRICE
$587,500
5.6% Y/Y

SALES
95
0.0% Y/Y
4.8% YTD

INVENTORY
213
76.0% Y/Y
Monthly trend*

MONTHS OF SUPPLY
2.24
76.0% Y/Y
Monthly trend*

Okotoks

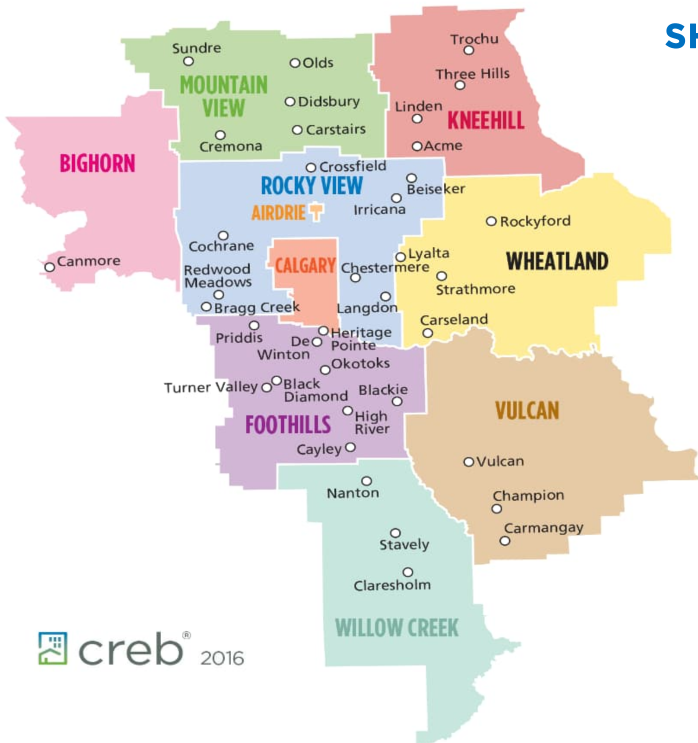
After the first three months, sales in Okotoks totaled 129 units, down from the 155 units reported in the first quarter of last year. New listings have started improving, but the sales-to-new-listings ratio remained above 60 per cent, and inventory levels remain exceptionally low. With 96 units in inventory and 53 sales in March, the months of supply remained below two months, driving further monthly and year-over-year price gains. While price growth has eased from last year, in March the unadjusted detached benchmark price reached $715,500, a new unadjusted record high and over five per cent higher than levels reported last year at this time.

PRICE
$630,300
3.7% Y/Y

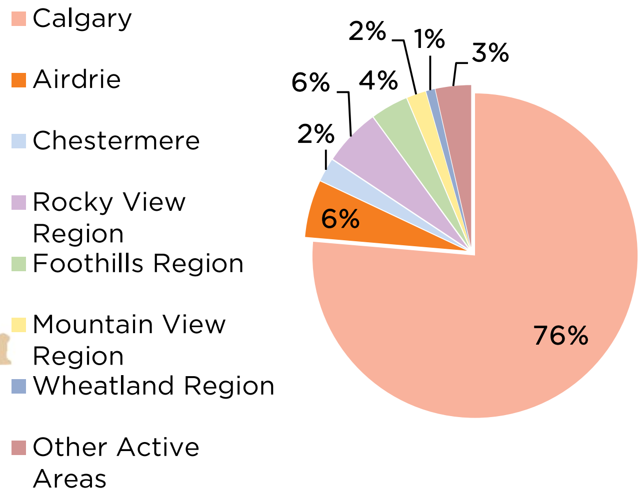
SALES
53
18.5% Y/Y
16.8% YTD

INVENTORY
96
77.8% Y/Y
Monthly trend*

MONTHS OF SUPPLY
1.81
118.0% Y/Y
Monthly trend*



SHARE OF SALES March 2025



Source: CREB®

March 2025	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price
City of Calgary	2,159	4,019	54%	5,154	2.39	592,500	639,458	584,500
Airdrie	160	280	57%	398	2.49	544,900	576,806	559,000
Chestermere	65	127	51%	235	3.62	713,800	675,208	607,500
Rocky View Region	160	277	58%	450	2.81	657,500	836,978	669,400
Foothills Region	104	163	64%	221	2.13	654,600	847,894	657,500
Mountain View Region	54	78	69%	134	2.48	498,600	578,120	536,500
Kneehill Region	11	21	52%	28	2.55	271,300	364,890	360,000
Wheatland Region	25	59	42%	106	4.24	462,100	443,997	470,000
Willow Creek Region	28	22	127%	33	1.18	334,200	385,189	383,500
Vulcan Region	7	20	35%	37	5.29	338,000	427,629	405,000
Bighorn Region	54	85	64%	148	2.74	1,091,300	1,295,500	1,059,750

YEAR-TO-DATE 2025	Sales	New Listings	Sales to New Listings Ratio	Inventory	Months of Supply	Benchmark Price	Average Price	Median Price
City of Calgary	5,328	9,745	55%	4,317	2.43	587,700	621,483	575,000
Airdrie	395	727	54%	346	2.63	539,933	569,082	564,000
Chestermere	166	368	45%	197	3.55	701,800	671,480	619,250
Rocky View Region	390	691	56%	396	3.05	651,600	827,082	665,357
Foothills Region	255	404	63%	189	2.23	644,167	771,100	632,545
Mountain View Region	129	195	66%	124	2.88	489,467	569,542	503,000
Kneehill Region	19	36	53%	21	3.26	259,767	337,305	331,000
Wheatland Region	65	135	48%	88	4.05	450,933	469,896	471,301
Willow Creek Region	52	69	75%	38	2.17	327,433	359,627	350,000
Vulcan Region	18	42	43%	29	4.89	333,933	317,878	260,000
Bighorn Region	114	177	64%	139	3.65	1,074,633	1,361,553	1,059,750

DETACHED BENCHMARK PRICE COMPARISON