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SEPTEMBER 2019

CANADA'S
REAL ESTATE COMPANY



(403) 252-5900

www.RoyalLePageSolutions.com



DETACHED

2019 **\$488,400**

2018 **\$500,900**

LISTINGS **1,587**
SALES **946**
D.O.M. **54**



ATTACHED

2019 **\$318,600**

2018 **\$327,100**

LISTINGS **632**
SALES **356**
D.O.M. **64**



CONDOS

2019 **\$250,600**

2018 **\$257,000**

LISTINGS **565**
SALES **282**
D.O.M. **69**

AUGUST MARKET STATISTICS

Royal LePage Solutions Spearheads Unique Open-House Parade

Royal LePage Solutions is spearheading an innovative event designed to get people out and about, meeting real estate agents and checking out a broad selection of homes across the city and surrounding areas.

"It's essentially a citywide open house parade," said organizer Karen Davis, director of professional development and associate broker at Royal LePage Solutions.

The event will take place on Saturday, Sept. 7 and Sunday, Sept. 8, from 11 a.m. to 5 p.m. both days.

The participating homes – Davis is expecting more than 100 – will be listed on realtor.ca and posted in the Friday, Sept. 6 issue of CREB@Now.

"Or just follow the signs on the weekend of Sept. 7 and 8," said Davis. "They will be everywhere."

Although the event is the brainchild of Davis and Royal LePage Solutions, it is also a collaboration involving two other Royal LePage brokerages – Calgary-based Royal LePage Benchmark and Royal LePage Integrity in Cochrane.

"This is really an opportunity for information, education, and for people to get out and see some properties," said Davis.

With almost 98 per cent of all first showings taking place online, Davis says it is important to do "some boots-on-the-ground research" into a home before making a purchase.

"Online is a wonderful tool, but it doesn't give the buyer the perspective of how big the yard is, how close the house is to a busy street, how noisy the area is or what the neighbours are like," she said.

Plus, she notes, when buyers are primarily using social media or

online tools to search out properties, they often lose out on face-to-face connections and the knowledge that real estate professionals offer.

"A home purchase is the largest purchase that people will make in their lives and knowing the process and how it works is really important," said Davis. "It is a legal process, an emotional process and a financial process."

Agents and a collection of floating financial experts will be on hand throughout the weekend to answer questions.

Open house attendees can also enter to win some great prizes, including a three-day getaway to Kananaskis and a 55-inch RCA Roku smart TV.



SOLUTIONS

If you would like additional information, please contact your Solutions Agent

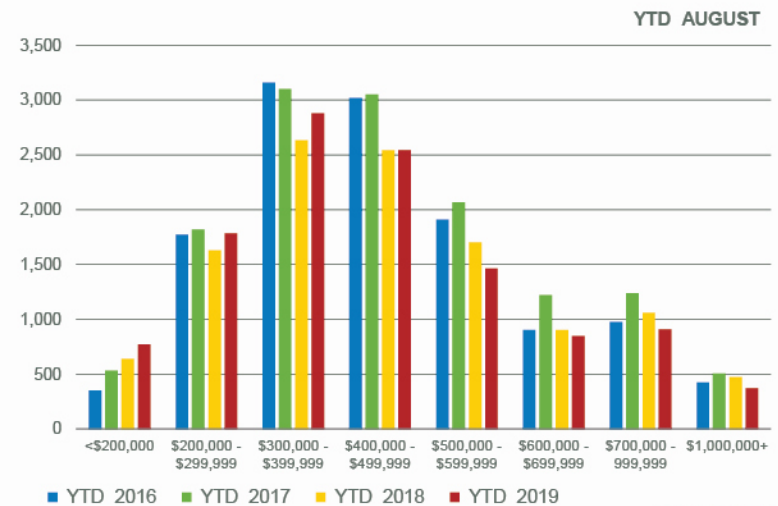


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	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.
2018												
Sales	959	1,089	1,369	1,514	1,725	1,895	1,547	1,491	1,267	1,320	1,172	794
New Listings	2,456	2,403	3,445	3,564	4,366	3,869	2,961	3,057	3,086	2,437	1,914	1,044
Inventory	4,640	5,207	6,389	7,334	8,458	8,830	8,473	8,139	7,961	7,338	6,534	4,916
Days on Market	61	51	45	47	46	46	52	56	56	60	63	69
Benchmark Price	439,400	440,700	442,000	443,400	442,900	442,900	440,900	437,400	434,300	432,300	429,000	424,600
Median Price	415,000	425,000	439,000	430,500	428,000	434,000	423,500	427,000	413,000	410,250	396,625	401,000
Average Price	468,023	493,008	495,374	478,116	490,207	494,035	479,222	483,752	466,016	468,444	443,533	449,000
Index	199	200	201	201	201	201	200	199	197	196	195	193
2019												
Sales	801	973	1,327	1,544	1,917	1,778	1,644	1,584				
New Listings	2,572	2,207	2,978	3,126	3,417	3,132	2,719	2,784				
Inventory	5,496	5,899	6,611	7,079	7,487	7,574	7,200	7,044				
Days on Market	72	64	61	55	56	55	59	59				
Benchmark Price	421,100	420,200	420,700	422,400	424,600	425,700	425,700	426,000				
Median Price	390,500	399,250	412,500	410,000	420,000	420,000	416,000	407,750				
Average Price	450,703	460,317	460,368	460,953	472,702	463,509	452,888	454,114				
Index	191	191	191	192	193	193	193	193				

	Aug-18	Aug-19	YTD 2018	YTD 2019
CALGARY TOTAL SALES				
>\$100,000	-	3	4	13
\$100,000 - \$199,999	84	104	636	760
\$200,000 - \$299,999	216	270	1,629	1,783
\$300,000 - \$349,999	165	168	1,231	1,332
\$350,000 - \$399,999	191	216	1,403	1,548
\$400,000 - \$449,999	174	186	1,461	1,420
\$450,000 - \$499,999	145	162	1,084	1,122
\$500,000 - \$549,999	131	110	960	852
\$550,000 - \$599,999	66	97	742	612
\$600,000 - \$649,999	67	68	516	476
\$650,000 - \$699,999	45	35	388	371
\$700,000 - \$799,999	68	63	546	483
\$800,000 - \$899,999	61	34	332	271
\$900,000 - \$999,999	22	17	184	154
\$1,000,000 - \$1,249,999	23	24	214	173
\$1,250,000 - \$1,499,999	15	13	117	104
\$1,500,000 - \$1,749,999	6	4	54	35
\$1,750,000 - \$1,999,999	3	4	34	21
\$2,000,000 - \$2,499,999	6	4	29	24
\$2,500,000 - \$2,999,999	2	2	12	3
\$3,000,000 - \$3,499,999	-	-	7	7
\$3,500,000 - \$3,999,999	-	-	4	3
\$4,000,000 +	1	-	2	1
	1,491	1,584	11,589	11,568

CITY OF CALGARY TOTAL SALES BY PRICE RANGE



ROYAL LEPAGE PARADE of OPEN HOUSES

**SEPTEMBER
7 & 8**

Visit any participating Royal LePage Open House
and Enter to Win a 3 Day Getaway in
Kananaskis Country or a 55" Roku™ Television

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