

Dear clients,

The Calgary housing market saw its best March sales in more than a decade last month.

One year into the COVID-19 pandemic, the Calgary real estate market is experiencing something of a boom, driven by low lending rates and improved savings that have supported sales activity.

There were 2,903 sales last month, the highest March total since 2007. While sellers' market conditions have existed for a while, a lack of listings up until now has somewhat restricted sales.

In March, the benchmark price in Calgary trended up from the month before to \$441,900, a six per cent increase from last year's level. While the price gains have moved the market closer to recovery, prices remain more than five per cent lower than 2014 highs.

Improving prices will likely support further gains in new listings, as sellers try to capitalize on the recent shift toward rising prices.

Eventually, this will help support more balanced conditions, but it could take time before we see this shift in the market.

According to CREB, the citywide detached benchmark price rose by nearly eight per cent compared to last year. Year-over-year gains ranged from a low of nearly three per cent in the City Center to a high of nearly 11 per cent in the north and southeast districts.

Prices in most districts remain below previous monthly highs, but recent gains in both the north and southeast have supported full price recovery in those areas.

In the apartment-condominium market, tightening supply in March supported some year-over-year price gains. After experiencing falling prices for the better part of five years, this change is a welcome shift for most sellers. However, prices remain nearly 17 per cent below 2014 highs making it still a tough time to sell.

It will be interesting to see the April and May statistics. I will keep everyone in the loop.

Enjoy the nice weather.

