

Dear clients,

Real estate sales have not slowed down in 2022. In fact, they keep setting records.

The March report out of the Calgary Real Estate Board showed new standards set for sales for any given month, with gains across every property type, all hitting record highs.

One of the concerns coming out of the banner year of 2021 was that there would not be enough stock to keep pace, and this is still an issue. With just over one month of supply in the market, the persistently tight market conditions continue to place significant upward pressure on prices (a balanced market would be 3-4 months of inventory).

The report forecasts a cooling of the market in the second half of the year, with lending rates expected to continue to rise.

The unadjusted benchmark price is now \$518,600, up by almost \$55,000 since December, and 18 per cent higher over March 2021.

Detached homes have increased by more than \$73,000 in Calgary, with increases in every part of the city, with the benchmark for March at \$620,500, 20 per cent higher than 12 months ago. Critically, 57 per cent of the market is now priced at more than \$600,000.

Sales are up 43 per cent since last March for semi-detached homes while there has been a four per cent monthly increase in price.

Row houses reached an all-time high this March, bringing the year-to-date sales to 1,550, a 96 per cent increase over last year. Due to the hot market, the benchmark price has risen more than four per cent since February to \$335,400, 17 per cent higher than at this time last year.

The apartment-condominium market has also broken out of its typically slow pace, dropping inventory levels to their lowest point since 2007. This has pushed the benchmark price up three per cent to \$265,900, which is six per cent higher than 12 months ago. The benchmark, however, is still 11 per cent below previous highs.

I will keep everyone in the loop as things progress. I am expecting a lot to happen in the next few months.

Sincerely

