



CALGARY
MULTI-FAMILY
TAKE



Q3
2024

SALES SLUMP

POWERED BY
NHSLIVE



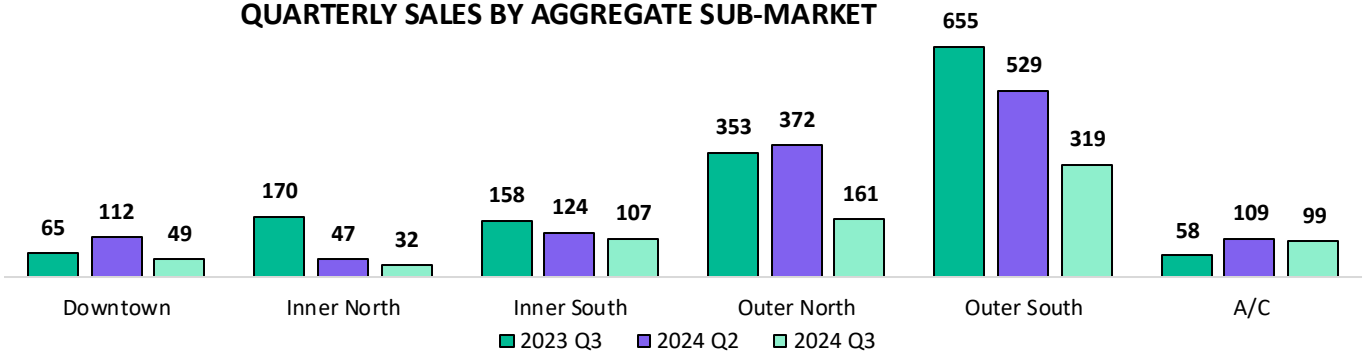
Sales Slump

YEAR-OVER-YEAR QUARTERLY SALES

Year	Q3 Sales
2020	834
2021	935
2022	847
2023	1459
2024	767

A total of 767 new multi-family home sales were recorded in Q3-2024, which represented a sales decrease of 41 percent on a quarterly basis and 47 percent year-over-year. The Outer North sub-market experienced the largest decrease in total quarterly sales volume at 57 percent when compared to the other sub-markets. Sales in the Outer South sub-market were 98 percent higher than in the Outer North in Q3. The Cochrane sub-market experienced the only increase in quarterly sales at 25 percent.

QUARTERLY SALES BY AGGREGATE SUB-MARKET



The quarterly sales volume for Q3-2024 was 13 percent lower than the recorded average of 887 units for Q3. Condominiums experienced a 50 percent decrease in quarterly sales volume versus townhomes at 28 percent. Released and unsold inventory across all new multi-family home products experienced an eight percent increase quarter-over-quarter and 20 percent on a yearly basis. The Outer North sub-market experienced a 52 percent increase in released and unsold inventory quarter-over-quarter whereas inventory in the Outer South sub-market only increased by three percent.

QUARTERLY SALES BY PRODUCT TYPE

