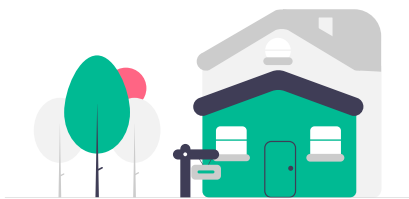
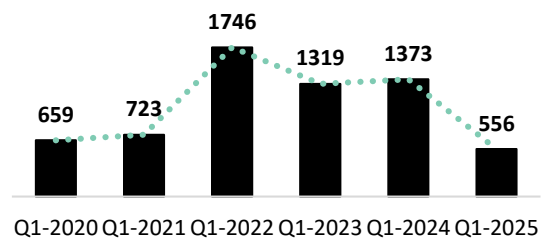


Sales Q1-2025

There were 556 new multi-family home sales recorded in the first quarter of 2025, representing the lowest Q1 quarterly sales total since Q1-2017. Sales decreased by 14 percent on a quarter-over-quarter basis and by 60 percent on a year-over-year basis.

YEAR-OVER-YEAR QUARTERLY SALES



Q1 SALES COMPARISON

2020	2021	2022	2023	2024	2025
659	723	1,746	1,319	1,373	556

The Downtown sub-market experienced the largest decrease in quarterly sales volume at 107 percent with the Inner North sub-market following close at 54 percent. The Inner South experienced the highest increase in quarterly sales at 150 percent with the Airdrie/Cochrane sub-market also experiencing a significant increase in quarterly sales at 126 percent. Sales in the Chestermere/Okotoks sub-market increased by 38 percent year-over-year. The Inner South currently holds the highest sales volume among the sub-markets and represented 33 percent of all new multi-family transactions in the market in Q1-2025.

QUARTERLY SALES COMPARISON BY SUB-MARKET

	Downtown	Inner North	Inner South	Outer North	Outer South	A/C	Ch/O	Total
Q4-2024	106	24	38	151	260	34	34	647
Q1-2025	-7	11	95	142	184	77	54	556
% Δ	-107%	-54%	150%	-6%	-29%	126%	59%	-14%

QUARTERLY SALES BY AGGREGATE SUB-MARKET

