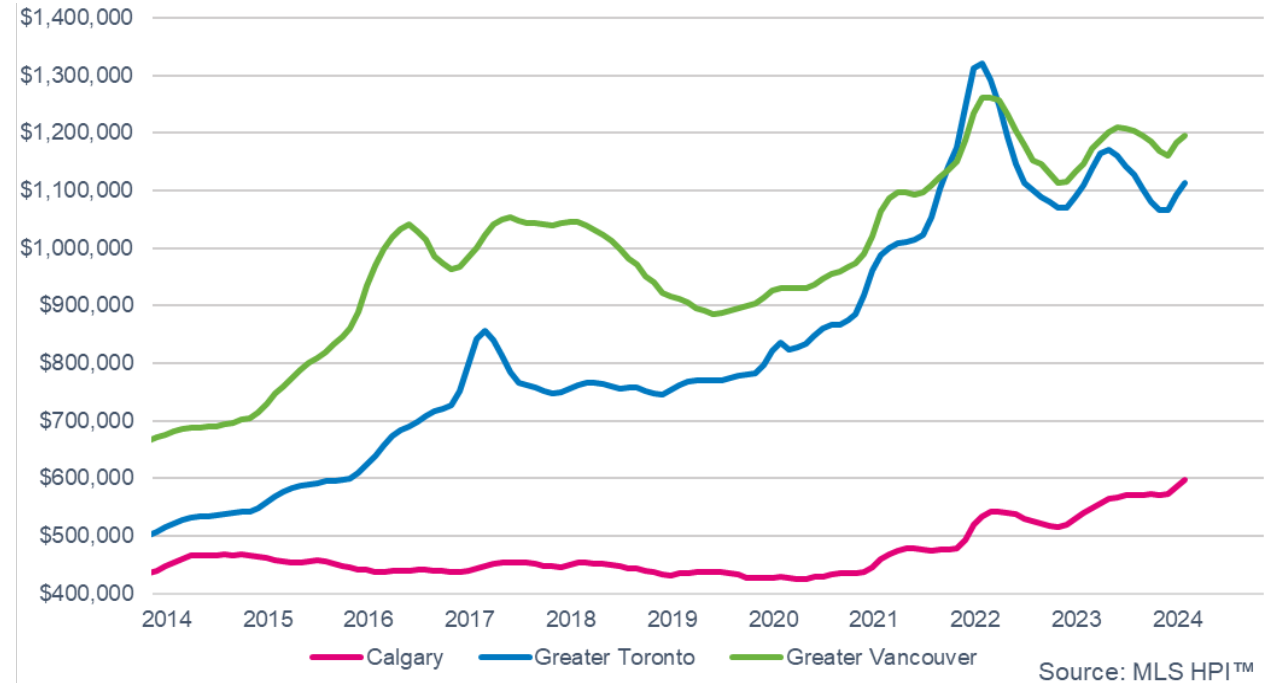


Perspective needed

Price Gain Since 2014

Vancouver	74%	8% per year
Toronto	123%	14% per year
Calgary	17%	2% per year

Benchmark Price Comparison – Total Residential



Calgary

Single Family: **\$670,100**
 Apartment: **\$343,600**

March 2023

Greater Vancouver

Single Family: **\$2,008,200**
 Apartment: **\$777,500**

March 2023

Greater Toronto

Single Family: **\$1,344,600**
 Apartment: **\$684,800**

March 2023

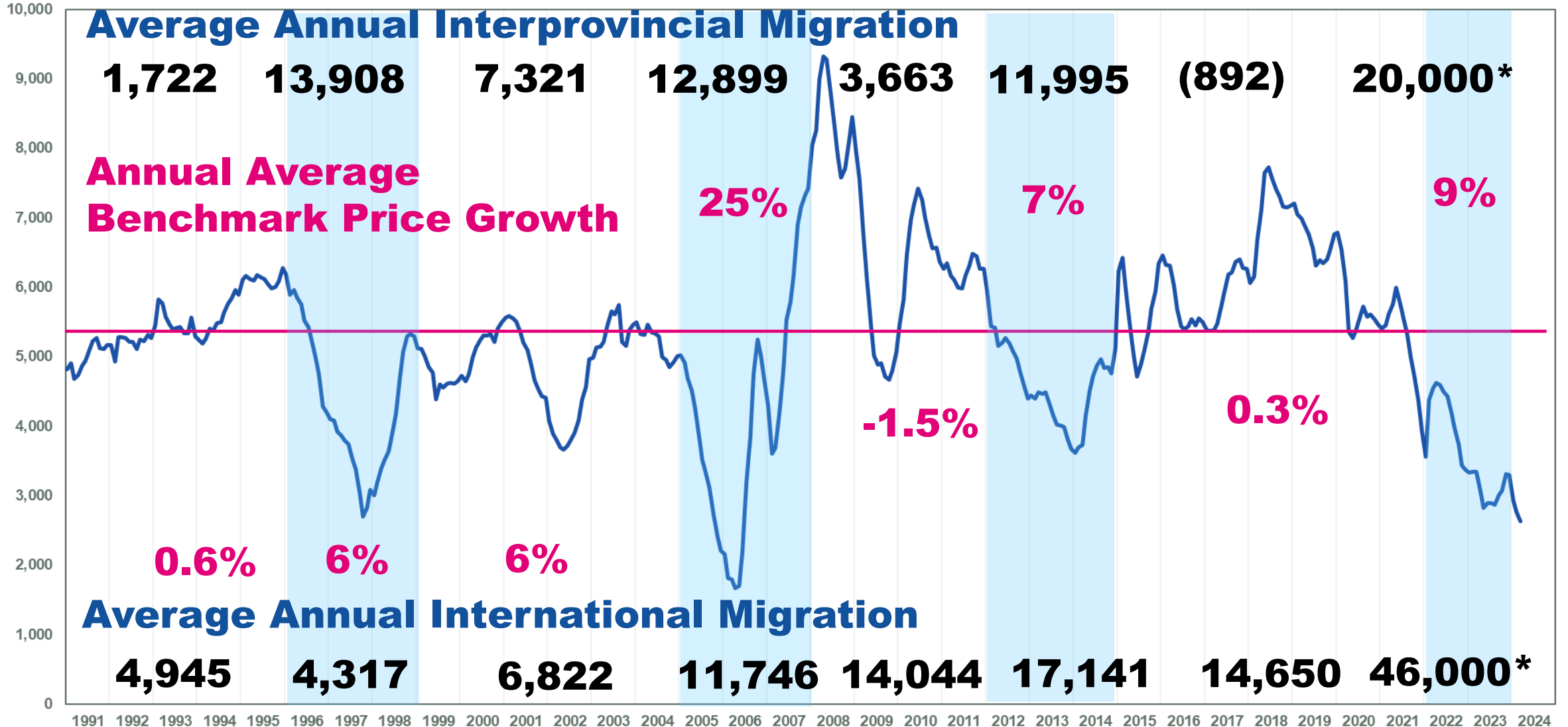
Median Household Income (2020)

Calgary CMA **\$100,000**
 Edmonton CMA **\$ 96,000**
 Vancouver CMA **\$ 90,000**
 Toronto CMA **\$ 97,000**

We have been here before

City of Calgary

Residential



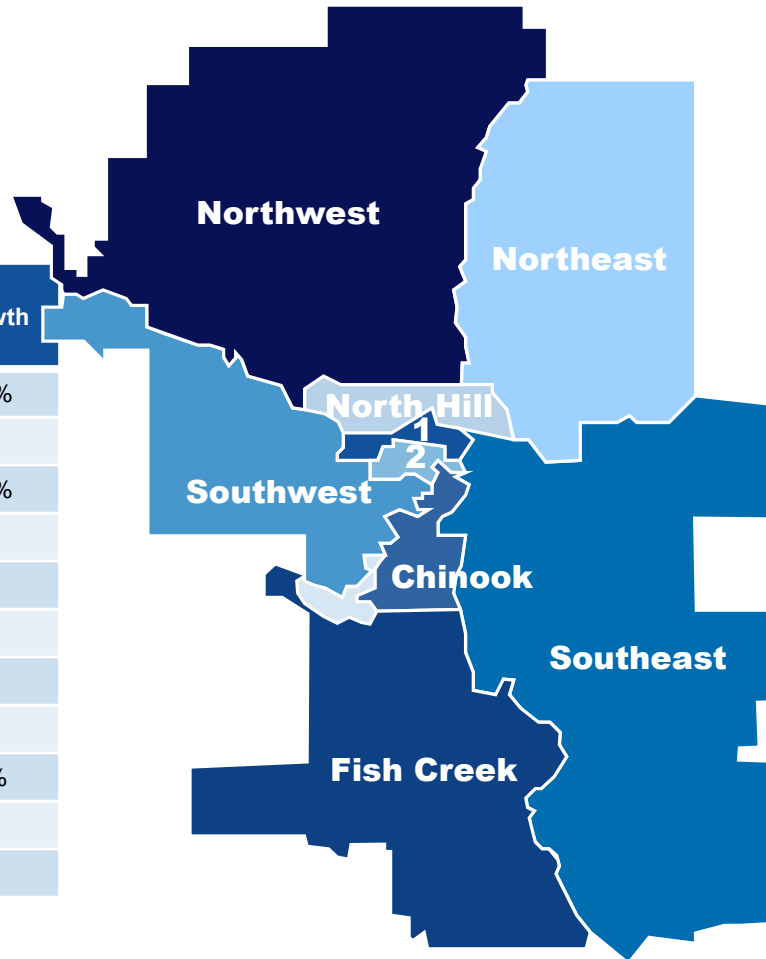
Rental supply has been rising – but not enough

CLAIM:

New buildings decrease nearby rents by 5 to 7 per cent

Studies are based on the addition of a large number of rental units.

Zone	Vacancy	Rent (2-bed)	Rent Growth	Rent Universe	Unit Growth
1. Downtown	1.6%	\$1,994	N/A	7,066	11.8%
2. Beltline	2.2%	\$1,882	16%	12,243	5.2%
3. North Hill	1.0%	\$1,725	12.1%	4,330	17.1%
4. Southwest	0.9%	\$1,548	13.7%	5,118	8.5%
5. Southeast	2.4%	\$1,627	9.4%	4,228	8.6%
6. Northwest	0.8%	\$1,531	9.6%	8,254	1.9%
7. Northeast	0.2%	\$1,628	15.4%	4,424	1.6%
8. Chinook	0.9%	\$1,565	15.3%	3,162	4.1%
9. Fish Creek	1.2%	\$1,680	22.2%	4,941	-0.2%
10. Other Centres	1.2%	\$1,561	13.3%	2,093	8.1%
Calgary	1.4%	\$1,691	14.4%	55,859	6.1%

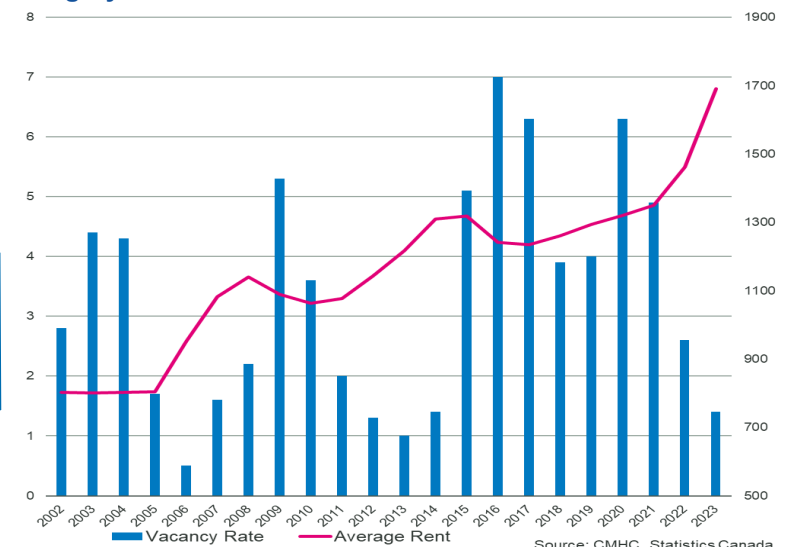


REALITY:

Rental supply has been rising since 2015

Current Market rental supply shortage is due to the sudden increase in migration combined with the higher interest rate environment making it harder for renters to move to ownership and increasing the cost for landlords contributing to the rise in rental rates.

Calgary Rental Market

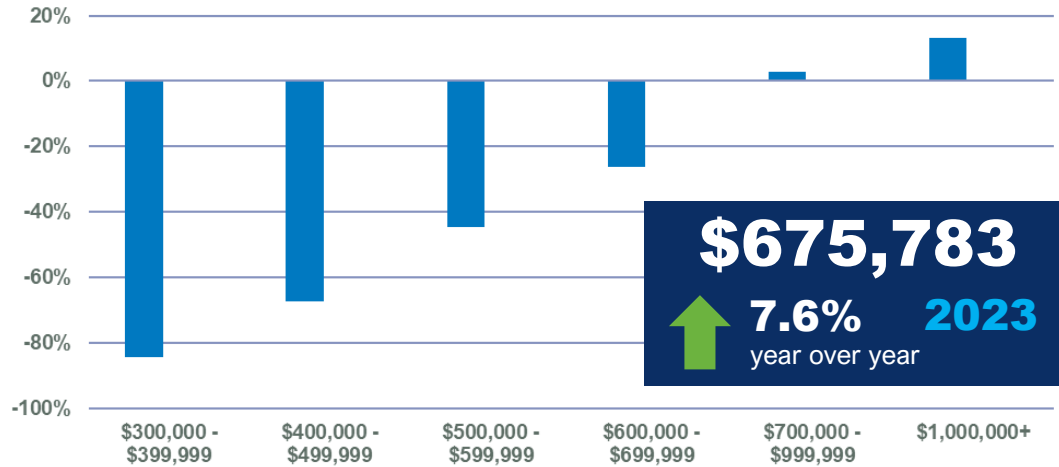


Source: CMHC rental market survey October 2023

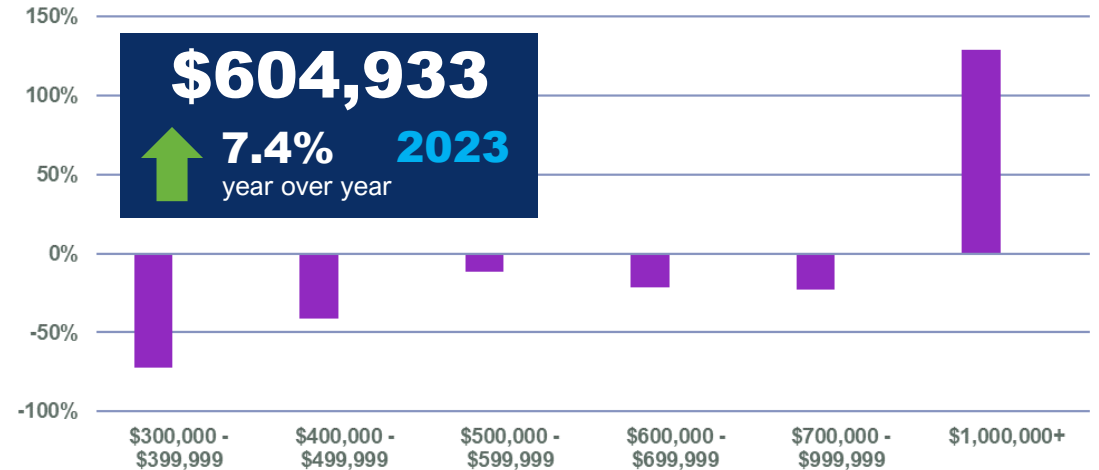
Source: CMHC, Statistics Canada

Supply Challenge varies by property type and price

Detached Inventory, Year-over-year Change 2023



Semi-Detached Inventory, Year-over-year Change 2023



Row Inventory, Year-over-year Change 2023

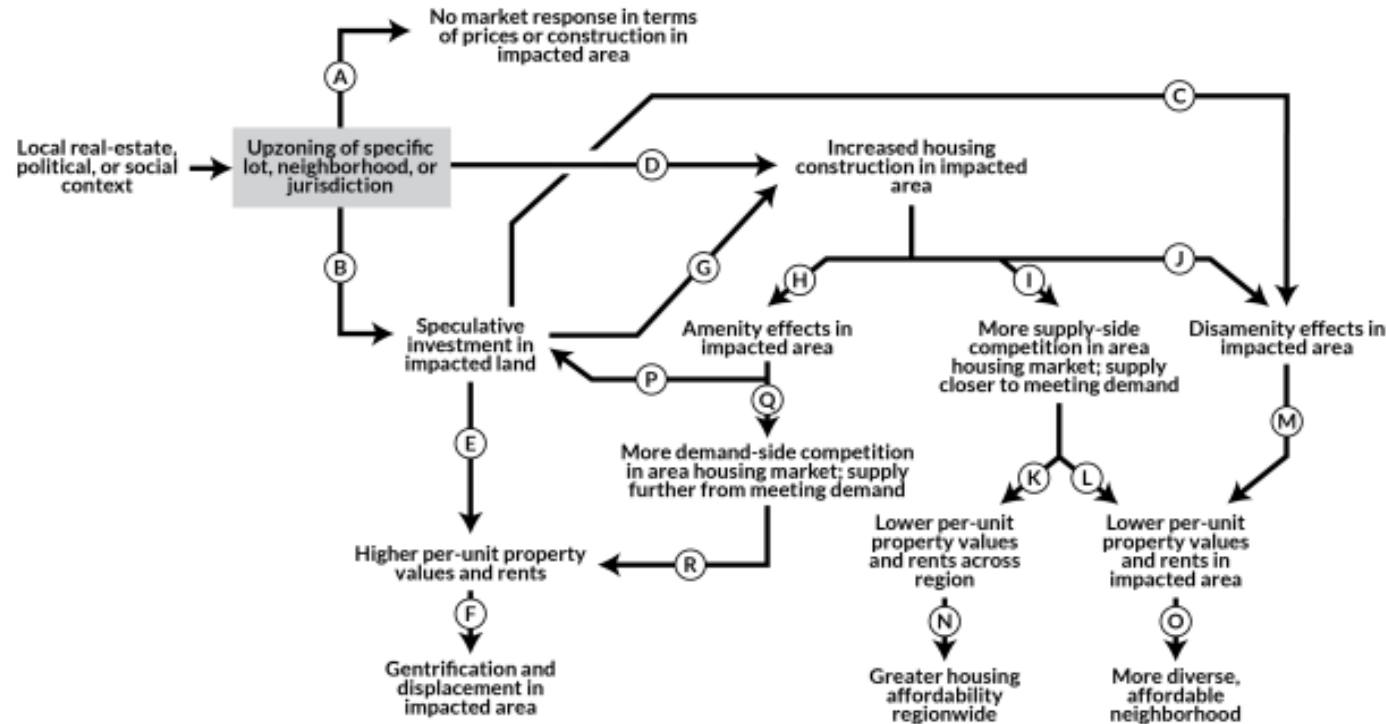


Apartment Condo Inventory, Year-over-year Change 2023



Does upzoning increase affordability?

Figure 1. After upzoning: Potential scenarios



Source: Zoning Change: Upzonings, downzonings, and their impacts on residential construction, housing costs, and neighbourhood demographics. **Yonah Freemark**, *Urban Institute*

Moving Chains – Benefit the lowest income quartile

- The effect on lower-income areas is stronger the longer the chain lasts
- If few people move from low-income to middle-income the chain will not reach the low-income quartile diminishing the impact
- Many of the studies are based on the addition of large new market-rate multi-family buildings

The research is currently inconclusive both on short-term and long-term implications

Upzoning has already been occurring in our market with evidence that we are seeing more speculative investment

WHAT ARE THE RECOMMENDATIONS?

1

Focus and dedicated resources to locations that actually can add enough supply in the price ranges needed

- a) Underutilized city or provincially owned land
- b) Transit-orientated development
- c) Review of light industrial areas that could become mixed-use
- d) Speed up the process on new communities

2

Existing residential communities should undergo a local area plan

- a) Identify locations where density makes sense
- b) Allow secondary suites and lane homes

3

If the objective is affordable housing

- a) Unlock affordable land for development
- b) Require a share of the homes built either for ownership or rental are affordable
- c) Partnerships and funding

Largest price gains in the most affordable areas

Total Residential 2023

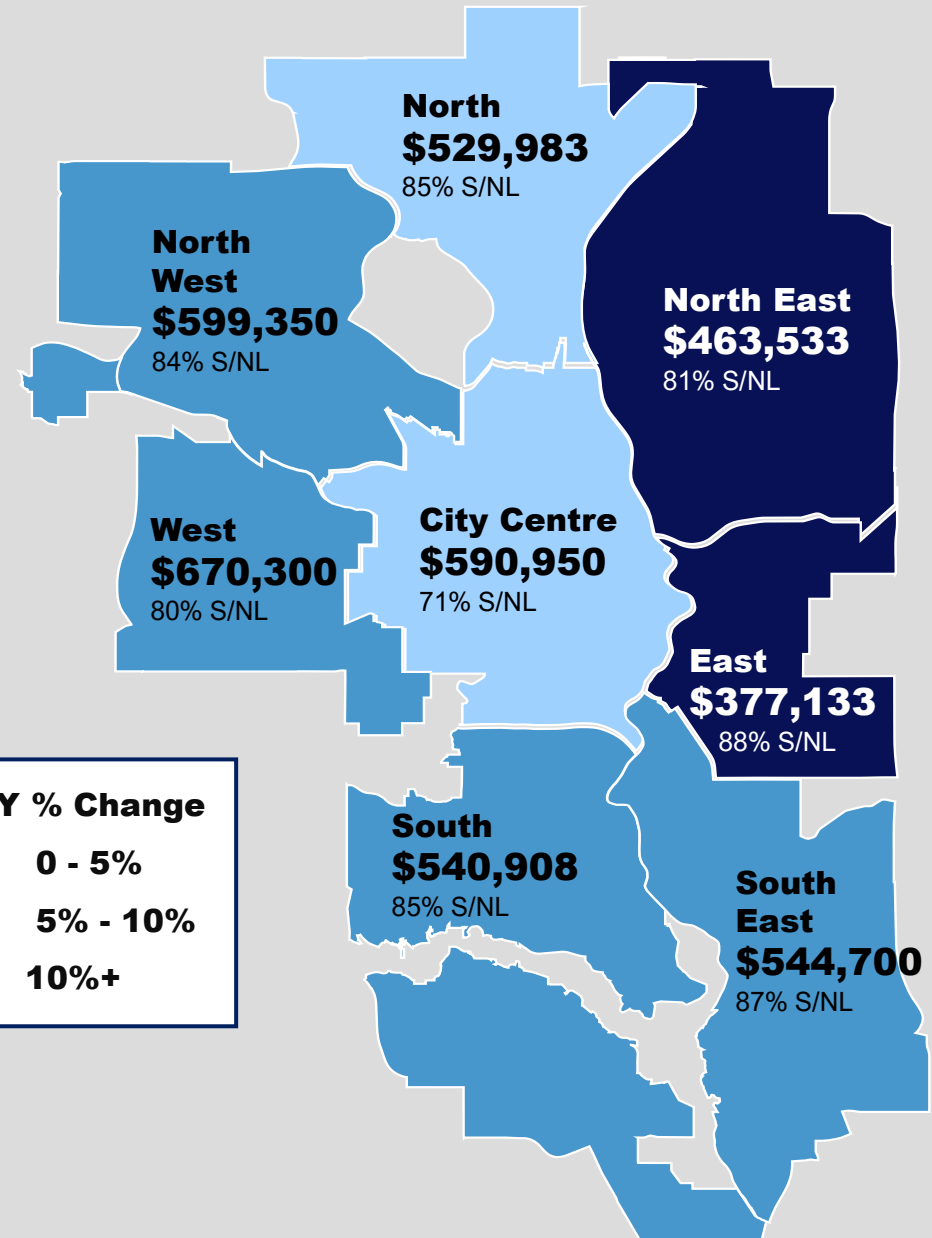
City of Calgary

\$556,975



5.8%
year over year

81%
sales to new listings ratio



Largest price gains in the most affordable areas

Detached 2023

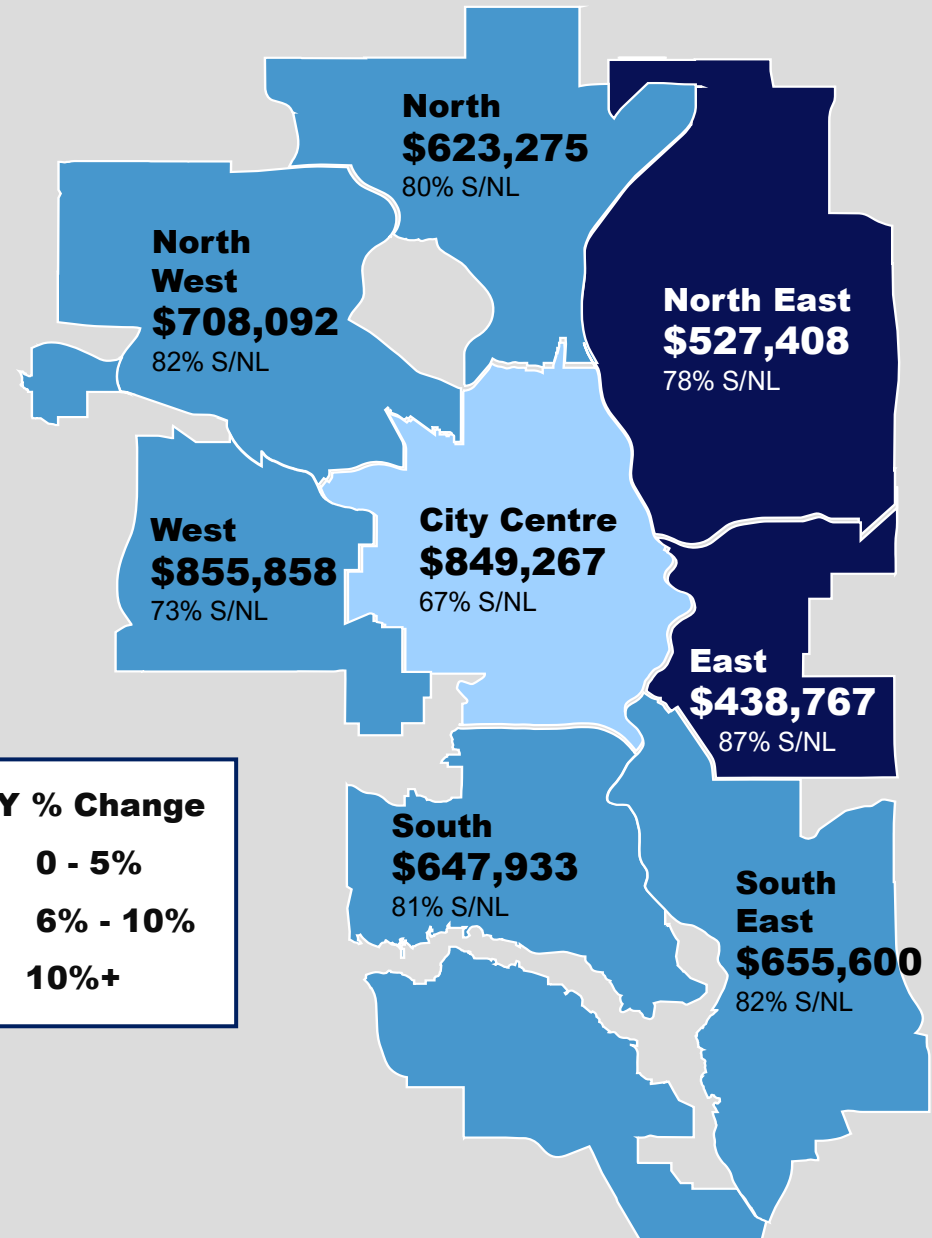
City of Calgary

\$675,783



7.6%
year over year

78%
sales to new listings ratio



Y/Y % Change

0 - 5%

6% - 10%

10%+

Largest price gains in the most affordable areas

Semi-detached 2023

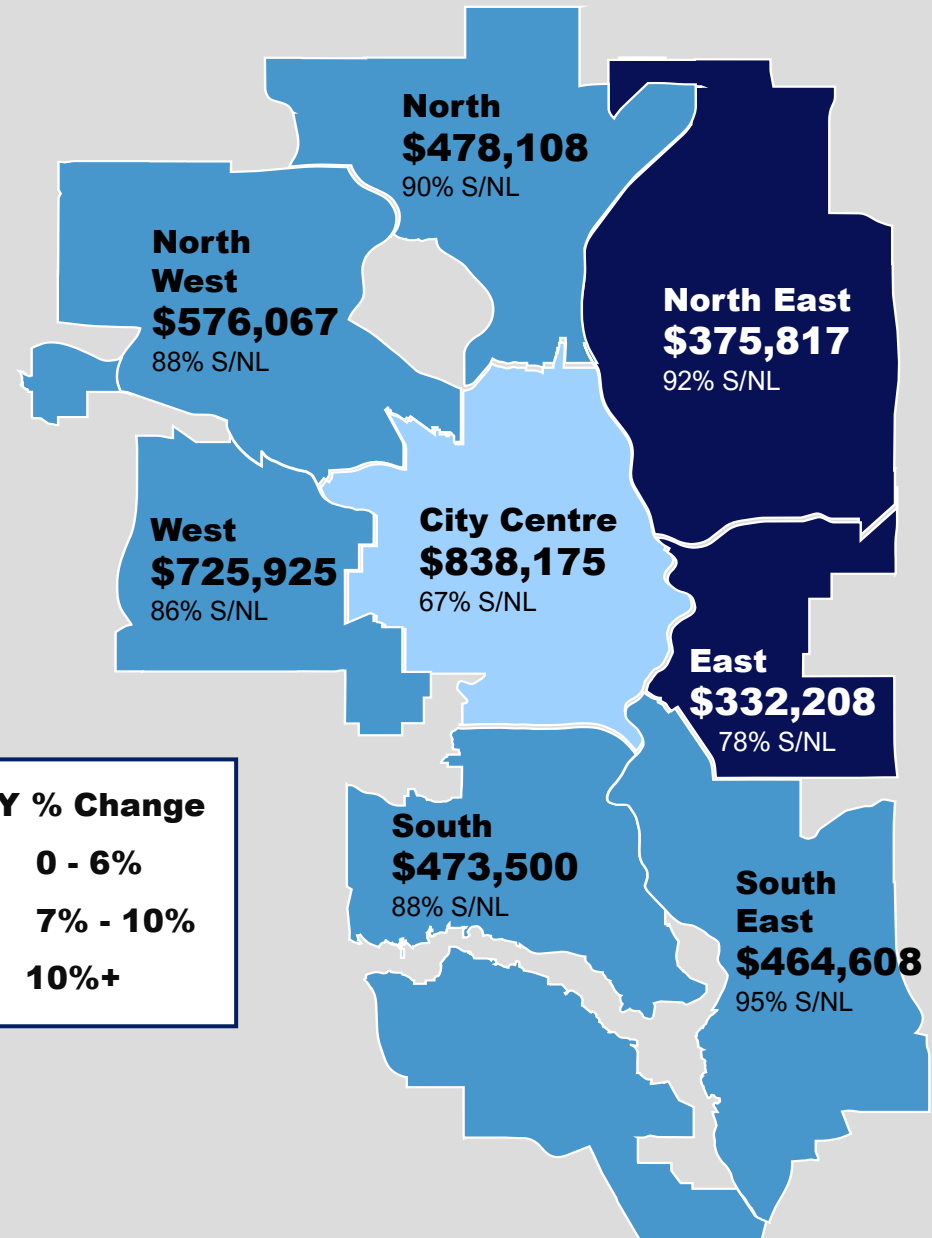
City of Calgary

\$604,933



7.4%
year over year

82%
sales to new listings ratio



Largest price gains in the most affordable areas

Row 2023

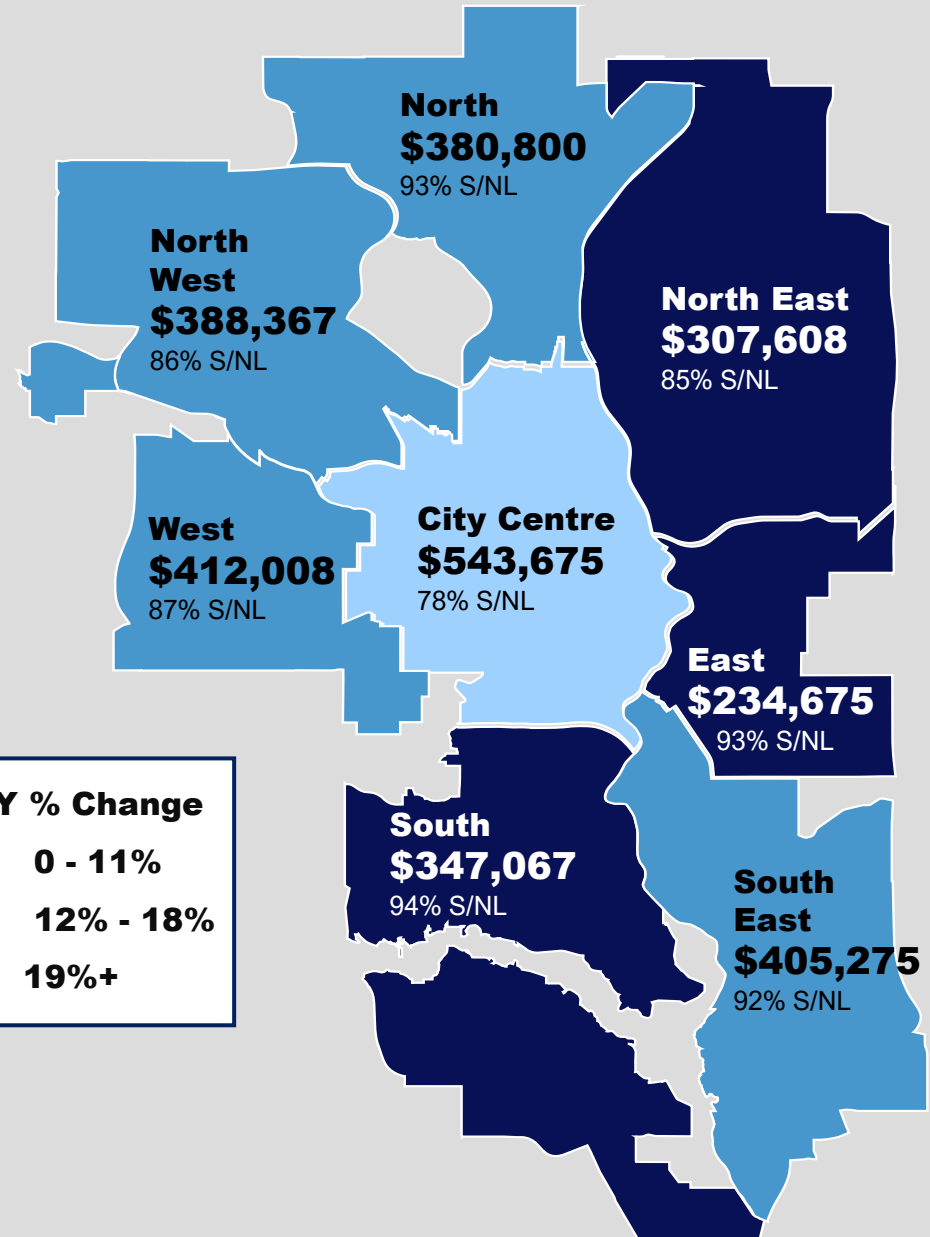
City of Calgary

\$399,008



13.6%
year over year

88%
sales to new listings ratio



Y/Y % Change

0 - 11%

12% - 18%

19%+

Largest price gains in the most affordable areas

Apartment 2023

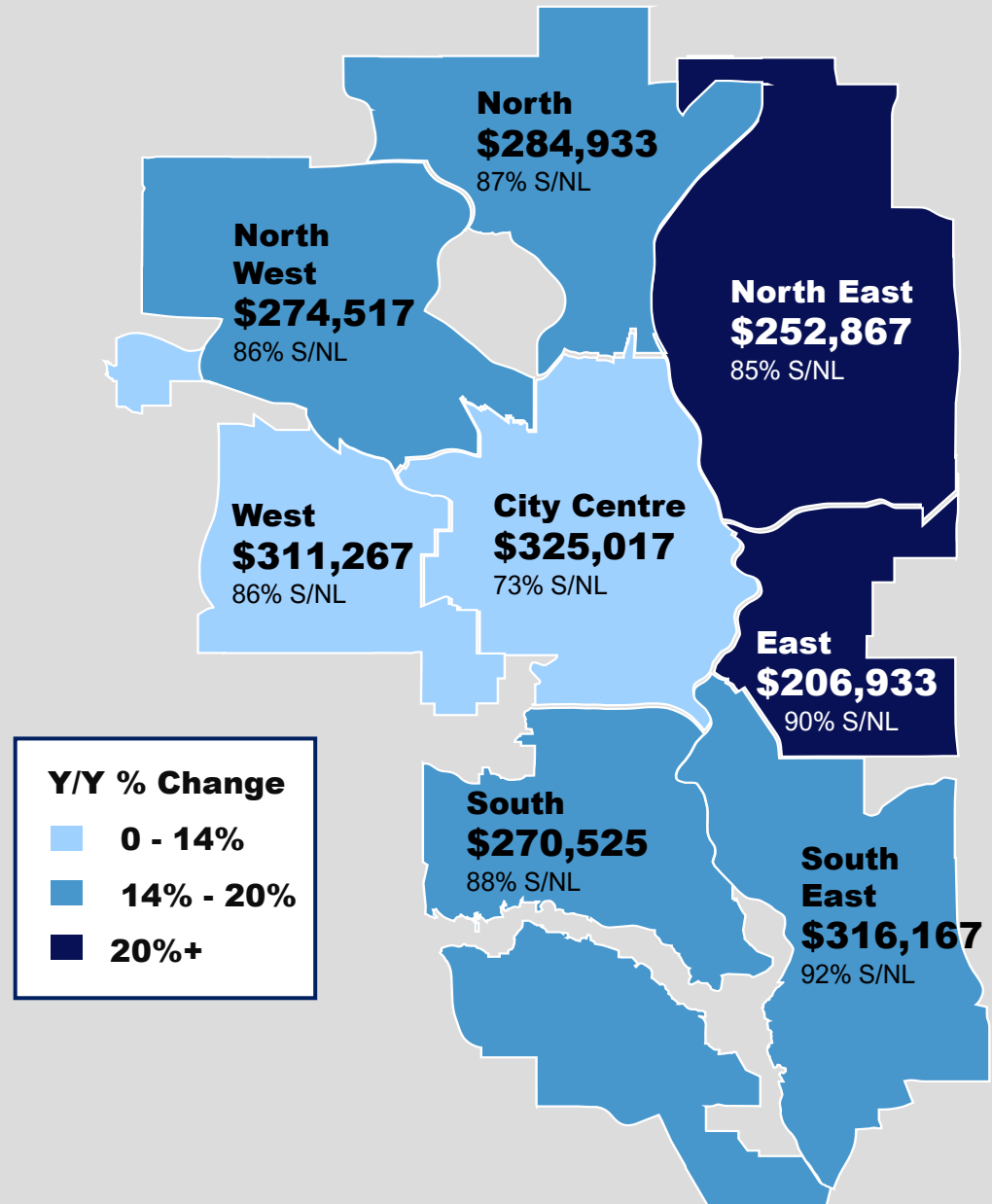
City of Calgary

\$302,042



13.5%
year over year

81%
sales to new listings ratio



AFFORDABILITY IS RELATIVE

Median sold price 2023 City Centre	New Builds (2018-2023)	Homes built before 2017
Detached	1,240,000	745,000
Apartment	381,000	292,000
Row	677,500	482,000
Semi-Detached	923,750	792,500
Residential	870,000	391,500

Median sold price 2023 West	New Builds (2018-2023)	Homes built before 2017
Detached	1,189,000	830,000
Apartment	507,500	289,375
Row	573,000	422,000
Semi-Detached	870,000	572,500
Residential	831,000	605,000

Median sold price 2023 North West	New Builds (2018-2023)	Homes built before 2017
Detached	860,000	692,000
Apartment	412,500	273,000
Row	580,000	384,950
Semi-Detached	805,000	520,000
Residential	696,750	594,000

Median sold price 2023 North	New Builds (2018-2023)	Homes built before 2017
Detached	715,000	600,000
Apartment	320,000	282,500
Row	475,000	389,000
Semi-Detached	537,500	468,000
Residential	526,000	495,000

Median sold price 2023 North East	New Builds (2018-2023)	Homes built before 2017
Detached	700,000	515,000
Apartment	275,000	245,000
Row	429,250	315,000
Semi-Detached	560,000	394,500
Residential	540,000	438,000

Median sold price 2023 South	New Builds (2018-2023)	Homes built before 2017
Detached	685,000	629,000
Apartment	326,500	250,000
Row	471,100	365,000
Semi-Detached	561,250	499,900
Residential	579,000	520,000

Median sold price 2023 South East	New Builds (2018-2023)	Homes built before 2017
Detached	710,950	625,000
Apartment	357,000	290,000
Row	445,000	385,750
Semi-Detached	610,000	490,000
Residential	480,000	520,000