

Alpine Park Builder Market Brief

October 2026 · SW Calgary · Sales Oct 15, 2025 – Oct 14, 2026 (12 months); active listings as of Oct 14, 2026

THREE THINGS BUILDERS SHOULD KNOW THIS MONTH

- **Supply is high.** Alpine Park has about **7.5 months of supply**, almost double Calgary's overall level of just under 4 (CREB®, Sept 2026). Buyers have choice, so price and presentation decide who sells.
- **Specs are listed above where new homes have been selling.** Active new-build laned and front-garage homes ask a median of about **\$400/sq ft**. New homes in those product types **sold** at about **\$370–\$374/sq ft**.
- **Resale is the real competition for laned product.** Resale laned homes sold in a median **30 days**, and new laned homes took **97 days**. Resale also sold at a higher price per sq ft.

Community snapshot

75 SALES (12 MONTHS) 20 in the last 90 days	\$712,900 MEDIAN SOLD PRICE all product types	\$372 MEDIAN \$/SQ FT above-grade, RMS
49 MEDIAN DAYS ON MARKET new 61 · resale 38	97.8% SALE-TO-LIST RATIO sold ÷ final list price	7.5 MONTHS OF SUPPLY 47 active · Calgary just under 4

New build vs resale

Segment	Sales	Median price	Median \$/sf	Median DOM	Sale-to-list	Active now
New build (never occupied)	49	\$662,060	\$368	61	97.4%	30
Resale	26	\$756,250	\$384	38	98.6%	17
Difference (new vs resale)	—	–\$94,190	–\$16	+23 days	–1.2 pts	—

New and resale homes differ in size and finish. Resale homes are larger (median 1,998 vs 1,710 sq ft) and often have finished basements and landscaping. Compare \$/sq ft and days on market, not the overall median price.

By product type

Product	Sales (new / resale)	Median price	Median \$/sf	Median DOM (new / resale)	Sale-to-list	Active	Months of supply
Townhome / street town	15 (11 / 4)	\$518,500	\$324	47 / 52	98.5%	9	7.2
Semi-detached / duplex	7 (3 / 4)	\$620,000	\$365	33 / 43	98.1%	0	0.0
Detached – laned	22 (15 / 7)	\$666,250	\$382	97 / 30	97.8%	15	8.2
Detached – front garage	28 (18 / 10)	\$867,500	\$373	58 / 43	97.4%	22	9.4
Apartment condo	fewer than 3 sales	—	—	—	—	1	—

One bungalow resale is counted in the overall totals but not shown as its own row (fewer than 3 sales). Months of supply = active listings ÷ average monthly sales over 12 months.

Where buyers are buying

Price band (sold price)	Sales (12 mo)	Share of sales	Active now	Months of supply	Median DOM	Market read
Under \$500K	6	8%	5	10.0	38	Buyer's
\$500K–\$599K	13	17%	5	4.6	55	Balanced
\$600K–\$699K	18	24%	10	6.7	43	Buyer's
\$700K–\$799K	17	23%	8	5.6	53	Buyer's
\$800K–\$899K	10	13%	12	14.4	68	Buyer's – heavy
\$900K+	11	15%	7	7.6	36	Buyer's

Market read: under 2.5 months of supply = seller's, 2.5–5 = balanced, over 5 = buyer's. Active listings are banded by asking price.

Spec competition right now

Product (new builds only)	Active	Median asking price	Median asking \$/sf	0–30 days	31–60	61–90	90+ days
Townhome / street town	8	\$504,450	\$341	4	1	2	1
Detached – laned	9	\$674,800	\$402	4	1	1	3
Detached – front garage	12	\$844,500	\$399	5	2	2	3
Apartment condo	1	—	—	—	—	—	1
Total	30			13	4	5	8

Days on market is for the current listing. Relisted homes may have been on the market longer. Over the past 12 months, 48 new-build listings in Alpine Park expired or were cancelled without selling (some were relisted).

The bigger picture

Measure	Alpine Park	City of Calgary (CREB®)	What it tells you
Months of supply – all homes	7.5	just under 4	Alpine Park buyers have about twice the choice
Months of supply – detached	8.7	≈ 3.3	Detached specs compete harder here than citywide
Months of supply – row/town	7.2	≈ 4.4	Townhome supply is high here and citywide
Benchmark price – detached	median sold \$769,900*	\$739,400 (–1.0% y/y)	Prices citywide are flat to slightly down
Benchmark price – row	median sold \$518,500*	\$412,400 (–5.5% y/y)	Row is the weakest segment citywide
Total sales, September 2026	—	1,650 (–3.8% y/y)	The market is slower than last year, not frozen

*Alpine Park figures are TNT's medians from Pillar 9™ MLS® sales. CREB® benchmark prices use the MLS® Home Price Index and are a different measure. Don't compare them as like for like.

What this means for builders

PRICING

Price new laned and front-garage specs closer to the **\$370–\$380/sq ft** new homes have actually sold for, not today's \$400 asking level. The 30 active specs are competing with each other and with resale.

PRODUCT

Semi-detached homes have no active competition. All 7 sold in a median 34 days with nothing listed now. If your plans include a semi or duplex, now is a good time to bring one to market.

THE \$800K–\$899K GAP

The \$800K–\$899K band has **14 months of supply**: 12 homes for sale against 10 sales in a year. Specs priced in this band need a sharper price, a finished basement or a stronger incentive to stand out.

RESALE COMPETITION

Resale laned homes are selling in about a third of the time new laned homes take. Show buyers what new adds: warranty, energy efficiency, GST rebate eligibility for first-time buyers, and finishes they can still choose.

TIMING

Sales have risen each quarter this year (16 → 22 → 25). Specs finishing over the winter should be on the market and photographed before possession, ready for the spring push.

Your builder specialist

Cam Johnson founded and ran a construction company working on building and land development projects before he moved into real estate. He looks at a spec the way a builder does: the product, the lot, what it costs to carry and what it will take to move it. That's why this brief is built around the numbers builders use, not the ones buyers see. Cam works one-on-one with builders on spec pricing, MLS® marketing, showings and weekly feedback, and our team can sell a move-up buyer's current home on a coordinated timeline so their new-home purchase doesn't stall.

Have a spec that's been sitting, or building in another community? Let's talk.

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Every community we track, updated monthly: tntrealestatepros.com/builder-market-updates

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Sources & notes. Community data: Pillar 9™ MLS® System, residential listings in the Alpine Park subdivision (which includes the Vermilion Hill area), sold Oct 15, 2025 – Oct 14, 2026, plus active and pending listings as of Oct 14, 2026; compiled and analyzed by TNT Real Estate Pros. City figures: CREB® September 2026 monthly statistics. New-build = listed as new, never occupied. Builder sales not listed on the MLS® System are not included, so new-home sales are understated. Figures are aggregated and no individual property is identified. Segments with fewer than 3 sales are not shown. Information deemed reliable but not guaranteed. Not intended to solicit properties already listed for sale. The trademarks MLS®, Multiple Listing Service® and the associated logos are owned by The Canadian Real Estate Association (CREA) and identify the quality of services provided by real estate professionals who are members of CREA.