

Homestead Builder Market Brief

October 2026 · NE Calgary · Sales Oct 20, 2025 – Oct 19, 2026 (12 months); active listings as of Oct 19, 2026

THREE THINGS BUILDERS SHOULD KNOW THIS MONTH

- **Supply is balanced.** Homestead has about **3.6 months of supply** (14 active listings against 47 sales in 12 months), compared with just under 4 for Calgary overall (CREB®, Sept 2026). Neither buyers nor sellers have the upper hand; pricing to the market matters.
- **New builds made up 27 of 47 MLS® sales.** New homes sold at a median **\$327/sq ft** in a median **32 days**.
- **Sale-to-list for new builds is 97.1%.** Buyers are negotiating about 2.9% off the final list price on new homes.

Community snapshot

47 SALES (12 MONTHS) 9 in the last 90 days	\$665,000 MEDIAN SOLD PRICE all product types	\$332 MEDIAN \$/SQ FT above-grade, RMS
37 MEDIAN DAYS ON MARKET new 32 · resale 56	97.3% SALE-TO-LIST RATIO sold ÷ final list price	3.6 MONTHS OF SUPPLY 14 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)	27	\$670,000	\$327	32	97.1%	5
Resale (built 2015 or later)	20	\$652,500	\$343	56	97.6%	9
Difference (new vs resale)	—	+\$17,500	-\$16	–24 days	–0.4 pts	—

New and resale homes differ in size and finish (median 1,977 sq ft resale vs 1,974 sq ft new). Resale here means homes built in 2015 or later, the homes buyers compare a new build to. 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 / row	4 (0 / 4)	\$481,000	\$379	— / 57	97.2%	2	6.0
Semi-detached / duplex	6 (6 / 0)	\$521,000	\$320	25 / —	98.0%	2	4.0
Detached – laned	9 (5 / 4)	\$618,000	\$344	33 / 45	96.8%	3	4.0
Detached – front garage	28 (16 / 12)	\$713,750	\$330	32 / 62	97.4%	7	3.0

Months of supply = active listings ÷ average monthly sales over 12 months. Laned = rear lane / detached garage; front garage = attached front-drive garage.

Where buyers are buying

Price band (sold price)	Sales (12 mo)	Share of sales	Active now	Months of supply	Median DOM	Market read
Under \$550K	10	21%	4	4.8	35	Balanced
\$550K–\$599K	2	4%	1	6.0	30	Buyer's
\$600K–\$649K	7	15%	0	0.0	58	Seller's
\$650K–\$699K	13	28%	1	0.9	52	Seller's
\$700K–\$749K	7	15%	0	0.0	75	Seller's
\$750K+	8	17%	8	12.0	21	Buyer's – heavy

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
Semi-detached / duplex	2	\$540,000	\$333	2	0	0	0
Detached – laned	1	—	—	1	0	0	0
Detached – front garage	2	\$745,950	\$331	2	0	0	0
Total	5			5	0	0	0

Days on market is for the current listing. Relisted homes may have been on the market longer. Over the past 12 months, 26 new-build listings in Homestead expired, were withdrawn or were cancelled without selling (some were relisted). Asking prices are shown only where 2 or more specs are listed.

The bigger picture

Measure	Homestead	City of Calgary (CREB®)	What it tells you
Months of supply – all homes	3.6	just under 4	About the same choice as citywide
Months of supply – detached	3.2	≈ 3.3	About the same choice as citywide
Months of supply – row/town	6.0	≈ 4.4	Buyers here have more choice than citywide
Benchmark price – detached	median sold \$675,000*	\$739,400 (–1.0% y/y)	Prices citywide are flat to slightly down
Benchmark price – row	median sold \$481,000*	\$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

*Homestead 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

NEW IS WINNING

New detached – front garage homes sold in a median 32 days, faster than resale at 62. Buyers in Homestead are choosing new; keep specs moving through the pipeline rather than holding finished inventory.

THE \$750K+ BAND

The \$750K+ band has **12 months of supply**: 8 homes for sale against 8 sales in a year. Specs priced here compete hardest; price toward the band below or add value buyers can see.

TIMING

Quarterly sales over the past year ran 7 → 17 → 14 → 9. Winter is the slowest stretch; specs finishing over the winter should be listed and photographed before possession so they're ready for the spring market.

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 Homestead subdivision, sold Oct 20, 2025 – Oct 19, 2026, plus active and pending listings as of Oct 19, 2026; homes built 2015 or later; 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.