Savanna 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 high.** Savanna has about **6.6 months of supply** (34 active listings against 62 sales in 12 months), compared with just under 4 for Calgary overall (CREB®, Sept 2026). Buyers have choice, so price and presentation decide who sells.
- **Resale is the real competition for semi-detached / duplex product.** Resale homes sold in a median **30 days**; new homes took **76 days**. Resale also sold at a higher price per sq ft.
- **New builds made up 18 of 62 MLS® sales.** New homes sold at a median **$331/sq ft** in a median **54 days**.

Community snapshot

62 SALES (12 MONTHS) 12 in the last 90 days	**$559,250** MEDIAN SOLD PRICE all product types	**$334** MEDIAN $/SQ FT above-grade, RMS
48 MEDIAN DAYS ON MARKET new 54 · resale 40	**96.8%** SALE-TO-LIST RATIO sold ÷ final list price	**6.6** MONTHS OF SUPPLY 34 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)	18	$600,000	$331	54	97.3%	8
Resale (built 2015 or later)	44	$537,250	$340	40	96.6%	26
Difference (new vs resale)	—	+$62,750	–$9	+14 days	+0.7 pts	—

New and resale homes differ in size and finish (median 1,514 sq ft resale vs 1,814 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	21 (6 / 15)	$424,000	$318	40 / 48	96.8%	13	7.4
Semi-detached / duplex	10 (6 / 4)	$597,500	$338	76 / 30	97.5%	7	8.4
Detached – laned	4 (0 / 4)	$556,750	$381	— / 47	97.2%	2	6.0
Detached – front garage	21 (6 / 15)	$769,900	$326	54 / 32	96.8%	9	5.1
Apartment condo	6 (0 / 6)	$306,500	$376	— / 74	95.4%	3	6.0

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 $400K	14	23%	6	5.1	64	Buyer's
$400K–$499K	12	19%	11	11.0	30	Buyer's – heavy
$500K–$599K	10	16%	6	7.2	48	Buyer's
$600K–$699K	11	18%	5	5.5	56	Buyer's
$700K–$799K	8	13%	4	6.0	62	Buyer's
$800K+	7	11%	2	3.4	26	Balanced

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 / row	5	$465,000	$312	1	1	1	2
Semi-detached / duplex	1	—	—	1	0	0	0
Detached – front garage	2	$724,900	$339	0	2	0	0
Total	**8**			**2**	**3**	**1**	**2**

Days on market is for the current listing. Relisted homes may have been on the market longer. Over the past 12 months, 10 new-build listings in Savanna 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	Savanna	City of Calgary (CREB®)	What it tells you
Months of supply – all homes	6.6	just under 4	Buyers here have more choice than citywide
Months of supply – detached	5.3	≈ 3.3	Buyers here have more choice than citywide
Months of supply – row/town	7.4	≈ 4.4	Buyers here have more choice than citywide
Benchmark price – detached	median sold $723,000*	$739,400 (–1.0% y/y)	Prices citywide are flat to slightly down
Benchmark price – row	median sold $424,000*	$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

*Savanna 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

New townhome / row specs are asking about **$312/sq ft**, in line with the **$326/sq ft** new homes have sold for. Pricing is not the main obstacle here; presentation and incentives decide which spec sells first.

RESALE COMPETITION

Resale semi-detached / duplex homes are selling in about 30 days against 76 for new. Show buyers what new adds: warranty, energy efficiency, GST rebate eligibility for first-time buyers, and finishes they can still choose.

SEMI-DETACHED / DUPLEX SUPPLY

Semi-detached / duplex has **8.4 months of supply**: 7 listed against 10 sales in a year. Specs in this product need a sharper price or a stronger incentive to stand out.

THE $400K–$499K BAND

The $400K–$499K band has **11 months of supply**: 11 homes for sale against 12 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 16 → 16 → 18 → 12. 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 Saddle Ridge subdivision that identify as Savanna, 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.