

Springbank Hill Builder Market Brief

October 2026 · SW 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.** Springbank Hill has about **6.2 months of supply** (33 active listings against 64 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.
- **New builds made up 16 of 64 MLS® sales.** New homes sold at a median **\$422/sq ft** in a median **36 days**.
- **Sale-to-list for new builds is 97.8%.** Buyers are negotiating about 2.2% off the final list price on new homes.

Community snapshot

64 SALES (12 MONTHS) 16 in the last 90 days	\$701,200 MEDIAN SOLD PRICE all product types	\$465 MEDIAN \$/SQ FT above-grade, RMS
34 MEDIAN DAYS ON MARKET new 36 · resale 34	97.9% SALE-TO-LIST RATIO sold ÷ final list price	6.2 MONTHS OF SUPPLY 33 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)	16	\$591,000	\$422	36	97.8%	15
Resale (built 2015 or later)	48	\$740,000	\$473	34	97.9%	18
Difference (new vs resale)	—	–\$149,000	–\$51	+2 days	–0.1 pts	—

New and resale homes differ in size and finish (median 1,570 sq ft resale vs 1,548 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	35 (10 / 25)	\$585,000	\$413	36 / 28	98.1%	12	4.1
Semi-detached / duplex	6 (3 / 3)	\$1,800,000	\$1,102	20 / 14	97.4%	2	4.0
Detached – front garage	16 (2 / 14)	\$1,570,000	\$536	— / 54	97.7%	9	6.8
Apartment condo	7 (1 / 6)	\$355,000	\$550	— / 58	95.8%	10	17.1

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	9	14%	7	9.3	31	Buyer's
\$400K–\$599K	15	23%	11	8.8	42	Buyer's
\$600K–\$799K	17	27%	0	0.0	28	Seller's
\$800K–\$999K	4	6%	6	18.0	38	Buyer's – heavy
\$1M–\$1.19M	3	5%	1	4.0	84	Balanced
\$1.2M–\$1.39M	2	3%	1	6.0	38	Buyer's
\$1.4M–\$1.59M	2	3%	1	6.0	25	Buyer's
\$1.6M–\$1.79M	2	3%	1	6.0	192	Buyer's
\$1.8M–\$1.99M	3	5%	2	8.0	20	Buyer's
\$2M+	7	11%	3	5.1	14	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 / row	7	\$579,000	\$385	1	1	2	3
Semi-detached / duplex	1	—	—	0	0	0	1
Detached – front garage	3	\$2,145,000	\$624	1	1	1	0
Apartment condo	4	\$457,400	\$494	0	0	4	0
Total	15			2	2	7	4

Days on market is for the current listing. Relisted homes may have been on the market longer. Over the past 12 months, 33 new-build listings in Springbank Hill 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	Springbank Hill	City of Calgary (CREB®)	What it tells you
Months of supply – all homes	6.2	just under 4	Buyers here have more choice than citywide
Months of supply – detached	6.8	≈ 3.3	Buyers here have more choice than citywide
Months of supply – row/town	4.1	≈ 4.4	About the same choice as citywide
Benchmark price – detached	median sold \$1,570,000*	\$739,400 (–1.0% y/y)	Prices citywide are flat to slightly down
Benchmark price – row	median sold \$585,000*	\$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

*Springbank Hill 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 **\$385/sq ft**, in line with the **\$382/sq ft** new homes have sold for. Pricing is not the main obstacle here; presentation and incentives decide which spec sells first.

APARTMENT CONDO SUPPLY

Apartment condo has **17.1 months of supply**: 10 listed against 7 sales in a year. Specs in this product need a sharper price or a stronger incentive to stand out.

THE \$800K–\$999K BAND

The \$800K–\$999K band has **18 months of supply**: 6 homes for sale against 4 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 10 → 21 → 17 → 16. 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.

Cam Johnson · 587-875-6633 · cam@tntpros.ca · tntrealestatepros.com/cam-johnson

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

Cam Johnson, REALTOR® · Builder & new-home specialist · TNT Real Estate Pros, Real Broker

Sources & notes. Community data: Pillar 9™ MLS® System, residential listings in the Springbank Hill 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.