# Alpine Park Builder Market Brief

November 2026 · SW Calgary · Sales Nov 6, 2025 – Nov 5, 2026 (12 months); active listings as of Nov 5, 2026

**THREE THINGS BUILDERS SHOULD KNOW THIS MONTH**

- **Supply is high.** Alpine Park has about **7.7 months of supply** (50 active listings against 78 sales in 12 months), compared with just under 4 for Calgary overall (CREB®, Oct 2026). Buyers have choice, so price and presentation decide who sells.
- **Specs are asking more than new homes have sold for.** Active new detached – laned homes ask a median of about **$403/sq ft**. New homes in that product **sold** at about **$374/sq ft** over the past year.
- **Resale is the real competition for detached – laned product.** Resale homes sold in a median **31 days**; new homes took **97 days**. Resale also sold at a higher price per sq ft.

## Community snapshot

| | | |
|---|---|---|
| **78**<br>SALES (12 MONTHS)<br>20 in the last 90 days | **$693,375**<br>MEDIAN SOLD PRICE<br>all product types | **$373**<br>MEDIAN $/SQ FT<br>above-grade, RMS |
| **54**<br>MEDIAN DAYS ON MARKET<br>new 68 · resale 39 | **97.8%**<br>SALE-TO-LIST RATIO<br>sold ÷ final list price | **7.7**<br>MONTHS OF SUPPLY<br>50 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) | 51 | $660,000 | $371 | 68 | 97.5% | 35 |
| Resale (built 2015 or later) | 27 | $740,000 | $388 | 39 | 98.6% | 15 |
| Difference (new vs resale) | — | –$80,000 | –$17 | +29 days | –1.0 pts | — |

New and resale homes differ in size and finish (median 1,958 sq ft resale vs 1,710 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 | 15 (11 / 4) | $518,500 | $324 | 47 / 52 | 98.5% | 12 | 9.6 |
| Semi-detached / duplex | 7 (3 / 4) | $620,000 | $365 | 33 / 42 | 98.1% | 2 | 3.4 |
| Detached – laned | 25 (17 / 8) | $662,500 | $384 | 97 / 31 | 97.8% | 15 | 7.2 |
| Detached – front garage | 29 (18 / 11) | $865,000 | $381 | 60 / 36 | 97.6% | 20 | 8.3 |

Shown only where there were 3 or more sales: apartment condo (2 sold, 1 active). 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 $600K | 19 | 24% | 14 | 8.8 | 49 | Buyer's |
| $600K–$699K | 21 | 27% | 9 | 5.1 | 61 | Buyer's |
| $700K–$799K | 18 | 23% | 11 | 7.3 | 56 | Buyer's |
| $800K–$899K | 9 | 12% | 10 | 13.3 | 77 | Buyer's – heavy |
| $900K–$999K | 3 | 4% | 4 | 16.0 | 39 | Buyer's – heavy |
| $1M+ | 8 | 10% | 2 | 3.0 | 32 | 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 | 12 | $544,865 | $346 | 8 | 1 | 1 | 2 |
| Semi-detached / duplex | 1 | — | — | 1 | 0 | 0 | 0 |
| Detached – laned | 10 | $679,900 | $403 | 2 | 5 | 1 | 2 |
| Detached – front garage | 11 | $824,900 | $392 | 5 | 2 | 3 | 1 |
| Apartment condo | 1 | — | — | 0 | 0 | 0 | 1 |
| **Total** | **35** | | | **16** | **8** | **5** | **6** |

Days on market is for the current listing. Relisted homes may have been on the market longer. Over the past 12 months, 47 new-build listings in Alpine Park 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 | Alpine Park | City of Calgary (CREB®) | What it tells you |
|---|---|---|---|
| Months of supply – all homes | 7.7 | just under 4 | Buyers here have more choice than citywide |
| Months of supply – detached | 7.8 | ≈ 3.3 | Buyers here have more choice than citywide |
| Months of supply – row/town | 9.6 | ≈ 4.4 | Buyers here have more choice than citywide |
| Benchmark price – detached | median sold $747,450* | $735,100 (–0.7% y/y) | Prices citywide are flat to slightly down |
| Benchmark price – row | median sold $518,500* | $407,500 (–5.1% y/y) | Row is the weakest segment citywide |
| Total sales, October 2026 | — | 1,592 (–15.3% y/y) | Sales are down from last year; buyers are taking more time |

*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 detached – laned specs closer to the **$374/sq ft** new homes have actually sold for, not today's $403 asking level. 10 specs in this product are competing with each other and with resale.

### RESALE COMPETITION

Resale detached – laned homes are selling in about 31 days against 97 for new. Show buyers what new adds: warranty, energy efficiency, GST rebate eligibility for first-time buyers, and finishes they can still choose.

### TOWNHOME / ROW SUPPLY

Townhome / row has **9.6 months of supply**: 12 listed against 15 sales in a year. Specs in this product need a sharper price or a stronger incentive to stand out.

### THE $900K–$999K BAND

The $900K–$999K band has **16 months of supply**: 4 homes for sale against 3 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 17 → 18 → 23 → 20. 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 Alpine Park subdivision (which includes the Vermilion Hill area), sold Nov 6, 2025 – Nov 5, 2026, plus active and pending listings as of Nov 5, 2026; homes built 2015 or later; compiled and analyzed by TNT Real Estate Pros. City figures: CREB® October 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.