# Homestead Builder Market Brief

November 2026 · NE 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 balanced.** Homestead has about **3.2 months of supply** (13 active listings against 48 sales in 12 months), compared with just under 4 for Calgary overall (CREB®, Oct 2026). Neither buyers nor sellers have the upper hand; pricing to the market matters.
- **Detached – laned is in short supply.** 10 sold in the past year and only 2 are listed now, about **2.4 months of supply**.
- **New builds made up 27 of 48 MLS® sales.** New homes sold at a median **$327/sq ft** in a median **32 days**.

## Community snapshot

| | | |
|---|---|---|
| **48**<br>SALES (12 MONTHS)<br>8 in the last 90 days | **$665,000**<br>MEDIAN SOLD PRICE<br>all product types | **$331**<br>MEDIAN $/SQ FT<br>above-grade, RMS |
| **38**<br>MEDIAN DAYS ON MARKET<br>new 32 · resale 58 | **97.3%**<br>SALE-TO-LIST RATIO<br>sold ÷ final list price | **3.2**<br>MONTHS OF SUPPLY<br>13 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% | 6 |
| Resale (built 2015 or later) | 21 | $640,000 | $339 | 58 | 97.8% | 7 |
| Difference (new vs resale) | — | +$30,000 | –$13 | –26 days | –0.7 pts | — |

New and resale homes differ in size and finish (median 1,981 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% | 1 | 3.0 |
| Semi-detached / duplex | 6 (6 / 0) | $521,000 | $320 | 25 / — | 98.0% | 2 | 4.0 |
| Detached – laned | 10 (5 / 5) | $624,000 | $337 | 33 / 58 | 96.9% | 2 | 2.4 |
| Detached – front garage | 28 (16 / 12) | $713,750 | $330 | 32 / 62 | 97.4% | 8 | 3.4 |

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% | 3 | 3.6 | 35 | Balanced |
| $550K–$599K | 2 | 4% | 1 | 6.0 | 30 | Buyer's |
| $600K–$649K | 8 | 17% | 1 | 1.5 | 66 | Seller's |
| $650K–$699K | 13 | 27% | 1 | 0.9 | 52 | Seller's |
| $700K–$749K | 7 | 15% | 1 | 1.7 | 75 | Seller's |
| $750K+ | 8 | 17% | 6 | 9.0 | 21 | 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 |
|---|---|---|---|---|---|---|---|
| Semi-detached / duplex | 2 | $540,000 | $333 | 1 | 1 | 0 | 0 |
| Detached – laned | 1 | — | — | 1 | 0 | 0 | 0 |
| Detached – front garage | 3 | $710,000 | $326 | 1 | 2 | 0 | 0 |
| **Total** | **6** | | | **3** | **3** | **0** | **0** |

Days on market is for the current listing. Relisted homes may have been on the market longer. Over the past 12 months, 22 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 | 3.2 | 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 | 3.0 | ≈ 4.4 | Buyers here have less choice than citywide |
| Benchmark price – detached | median sold $675,000* | $735,100 (–0.7% y/y) | Prices citywide are flat to slightly down |
| Benchmark price – row | median sold $481,000* | $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 |

*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

### PRICING

New detached – front garage specs are asking about **$326/sq ft**, in line with the **$327/sq ft** new homes have sold for. Pricing is not the main obstacle here; presentation and incentives decide which spec sells first.

### 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.

### PRODUCT

**Detached – laned is the tightest product.** 10 sold in 12 months with 2 listed now (2.4 months of supply). If your plans include detached product, now is a good time to bring one to market.

### THE $750K+ BAND

The $750K+ band has **9 months of supply**: 6 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 10 → 19 → 11 → 8. 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 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.