



Calgary



# Multi-Residential Update

PRE-ROLL CONSULTATION PERIOD

Oct. 1 – Nov. 15, 2024

Information provided is preliminary information and is subject to change

# Agenda



- Market Overview
- Data Collection
  - Assessment Request for Information
- Sales Activity
- Notable Development
- Inventory Breakdown
- Valuation Overview & Changes
- Hotel/Motel Update
- Panel Session and Q&A

**Calgary**



## Market Overview

**Rental Rates  
Increasing**

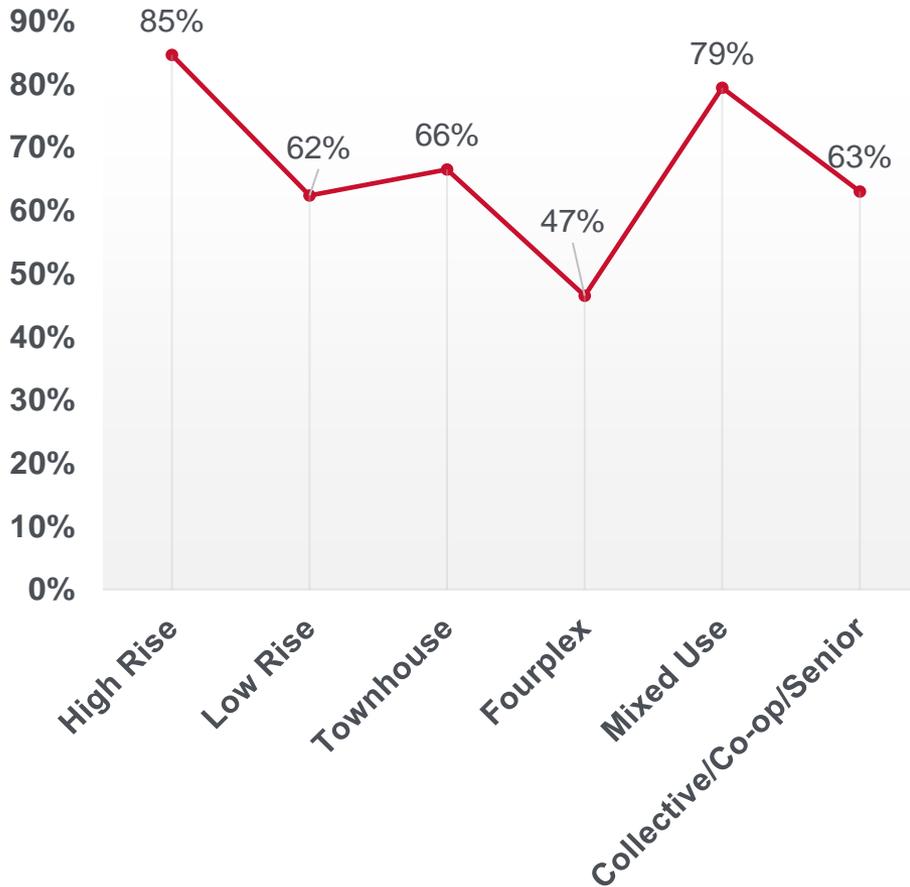
**Vacancy  
Very Low**

**Sustained High Sale Volume**

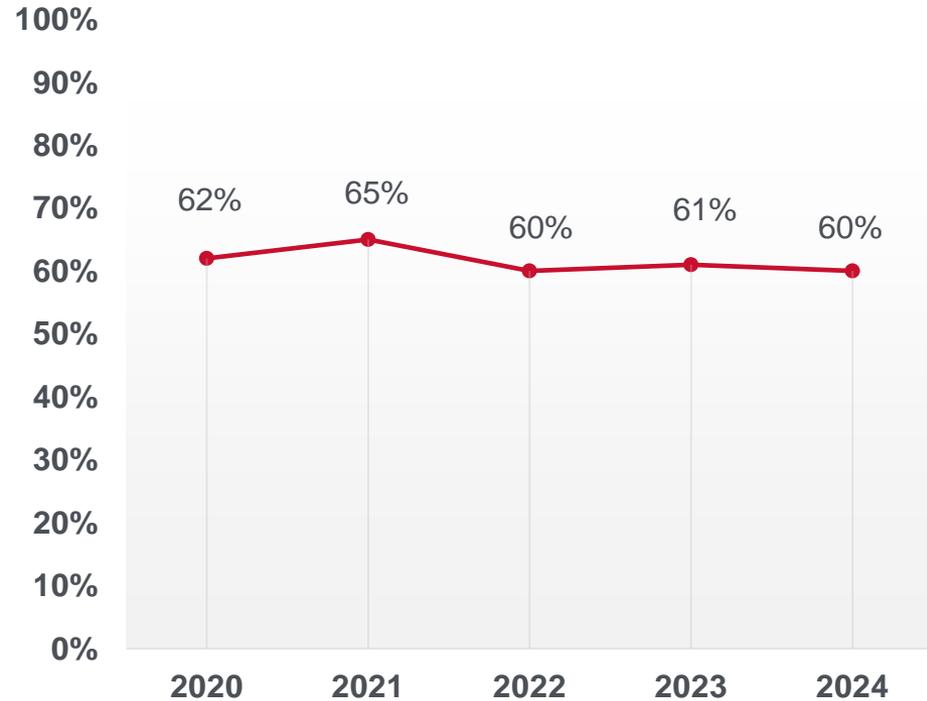


# Assessment Request for Information

2025 Current Return Rate by Property Type (% Returned)



Historical MR ARFI Return Rate (%)





# Sales Activity

	2020	2021	2022	2023	2024
High Rise	7	4	4	6	11
Low Rise	26	36	38	61	67
Townhouse	4	16	15	16	18
Fourplex	15	22	34	46	41
Other	6	2	2	5	7

# Notable Sales



Source: Arris

## Arris

**505 4 ST SE**

**Registered Sale Date:** July 15, 2024

**Sale Price:** \$88,400,000

**Number of Units:** 190 Units

**Price Per Unit:** \$496,629 / Unit



Source: Boardwalk

## The Circle

**1134 & 1070 Seton CI SE**

**Registered Sale Date:** Jan 25, 2024

**Sale Price:** \$77,750,000

**Number of Units:** 295 Units

**Price Per Unit:** \$263,559 / Unit



## District Development



Broadcast Ave, West Springs



Na'a Dr, Canada Olympic Dr (C.O.P.)



University District



Westman Village

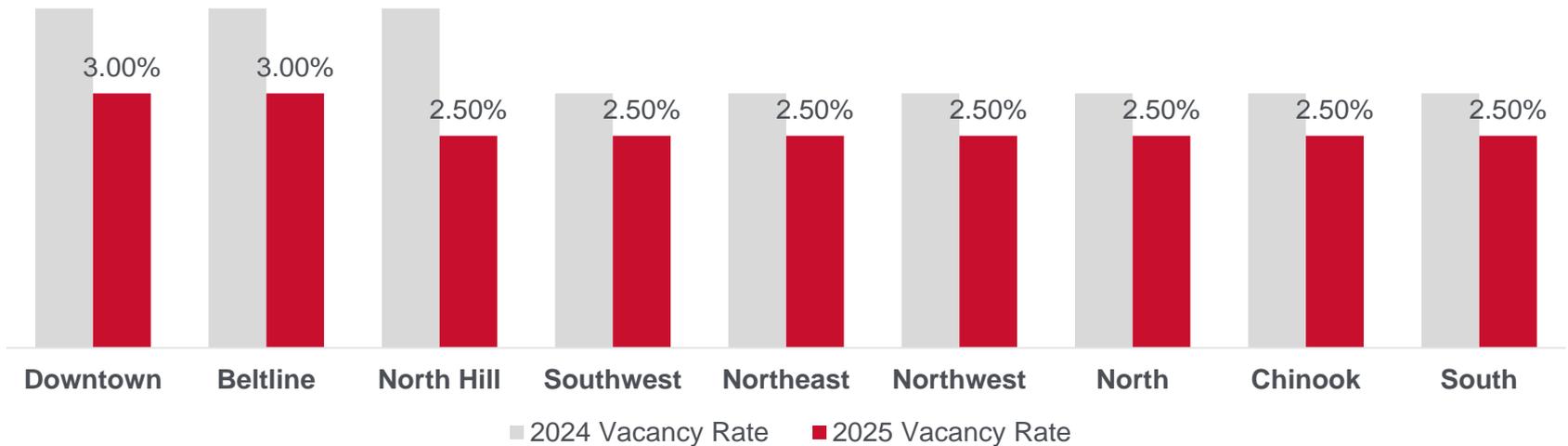
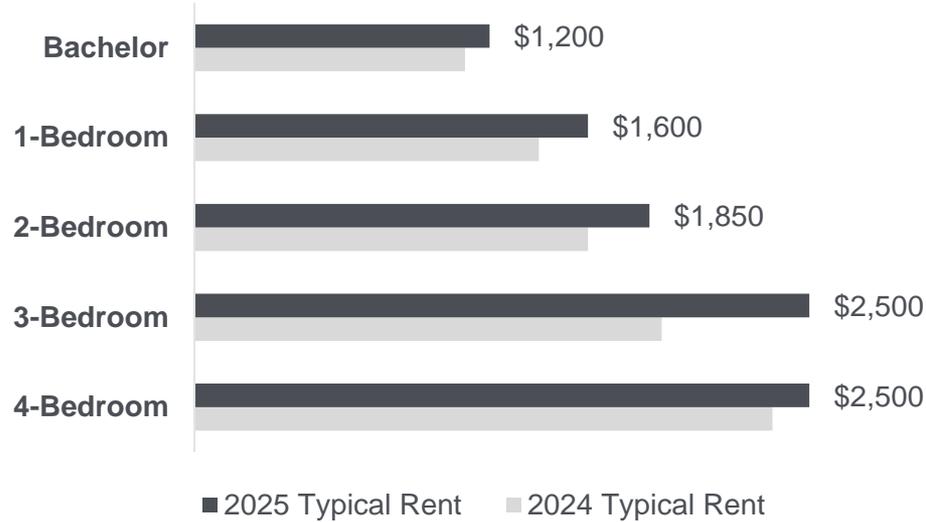


# 2025 Inventory Breakdown

Property Type	Number of Accounts	2025 Total Assessed Value (Billions)	Typical Assessment Shift (YOY)
Low Rise	1,094	\$7.96	8%
High Rise	160	\$7.13	11%
Townhouse	445	\$2.10	17%
Fourplex	639	\$0.61	13%
Other	141	\$2.88	12%

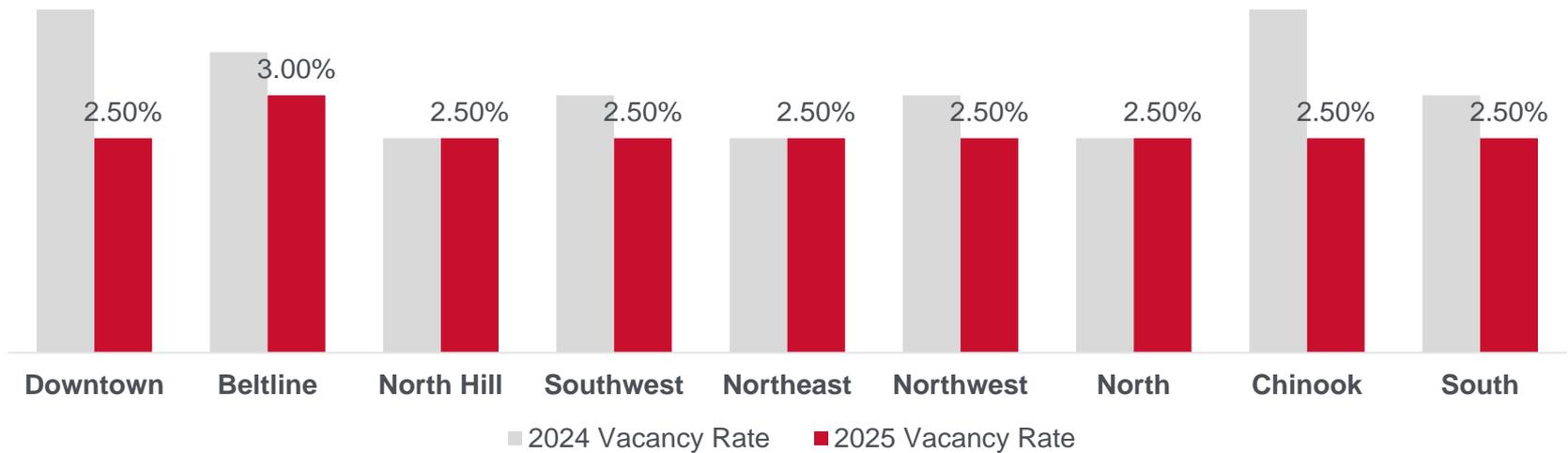
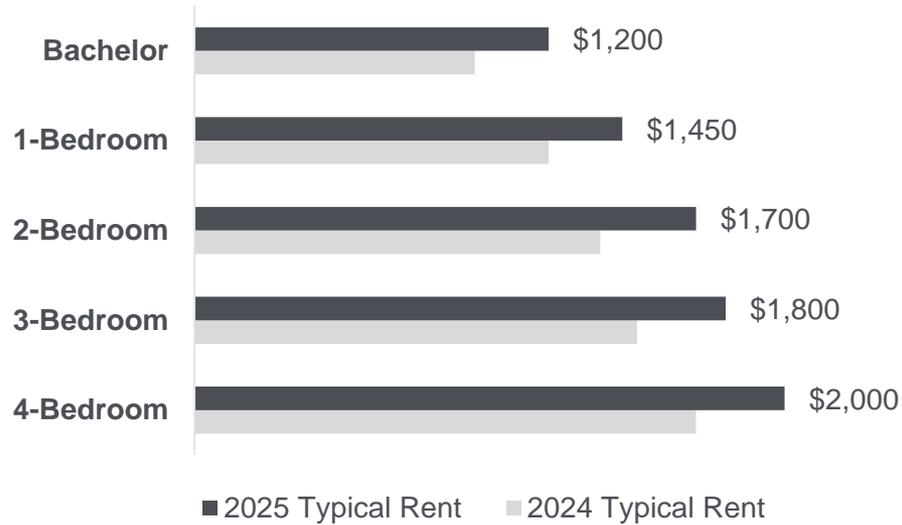


# High-Rise Market Rates



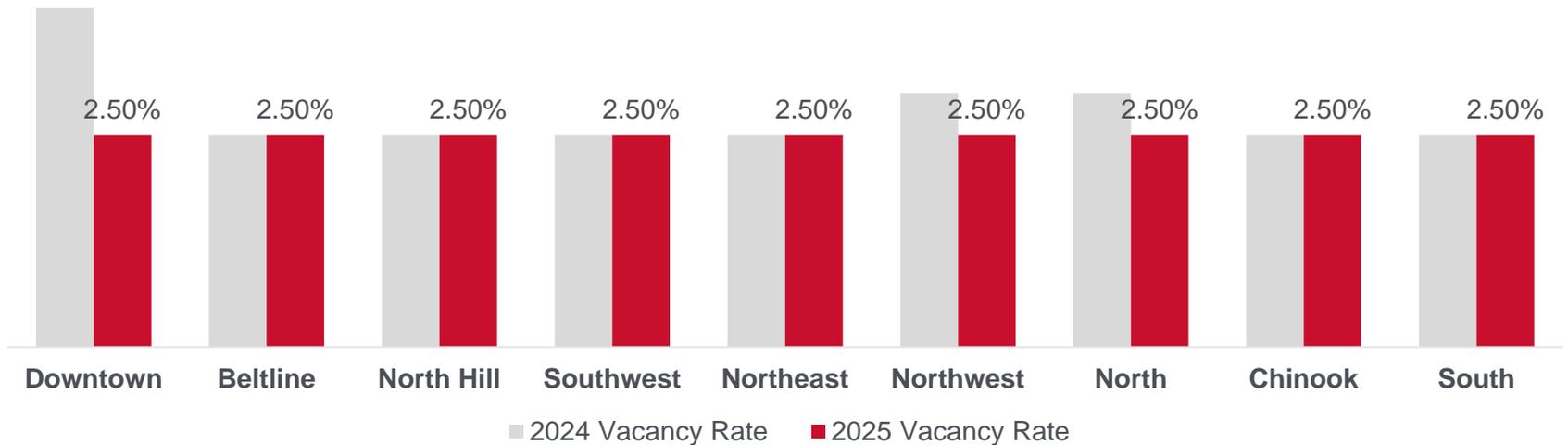
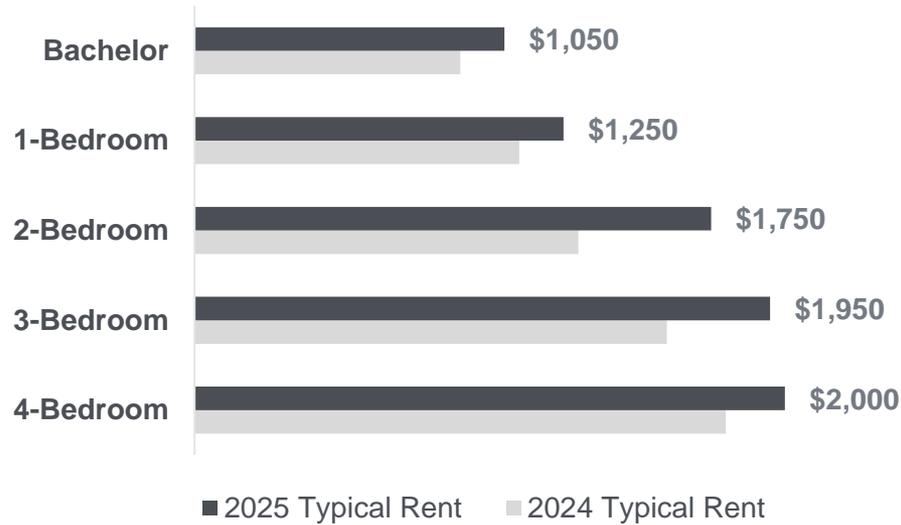


# Low-Rise Market Rates





# Townhouse Market Rates



# Valuation Changes



Source: ChatGPT

## Tier'd GIMs

- Age
- Renovation Level
- CapEx



## High Rise/Low Rise Threshold

- 4-6 storey wood frame popularity
- Maintain equity
- 7+ floors = High Rise



# Hotel/Motel ARFI Return Rate

Property Type	ARFIs Mailed	ARFIs Returned	% Returned
Motel	11	3	27
Hotel – Limited Service	34	12	35
Hotel – Full Service	63	35	56
<b>Total</b>	<b>108</b>	<b>50</b>	<b>46</b>

# Notable Sale



Source: Hilton

## Hilton East Village

**711 4 ST SE**

**Registered Sale Date:** June 22, 2024

**Sale Price:** \$57,482,400

**Number of Rooms:** 320 Units

**Price Per Unit:** \$179,633 / Room

## Connect with us.

CALGARY.CA/PREROLL  
403 - 268 - 2888

### Respond.



Respond to your ARFI if you haven't yet.

### Review.



Check your preliminary value. Get a tax estimate.

### Talk.



Call us at 403-268-2888. We're committed to working with you.