

Alberta Real Estate Market Basics

For Home Buyers and Sellers – by Hauwa Real Estate

1. Understanding the Alberta Market

- Alberta has two major cities: **Calgary** and **Edmonton**, each with its own price trends and buyer behavior.
 - **No land transfer tax** in Alberta – one of the most buyer-friendly provinces in Canada.
 - Property values vary widely between urban and rural areas.
 - Oil and gas, immigration, and population growth drive demand.
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2. Types of Homes in Alberta

- **Single-family detached** (most popular)
 - **Duplexes** and **townhomes**
 - **Condos** (affordable entry point for first-time buyers)
 - **Acreages** (rural properties outside city limits)
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3. Average Home Prices (2024 - 2025 Estimate)

- **Calgary:** \$570,000 (detached), \$390,000 (townhome), \$300,000 (condo)
 - **Edmonton:** \$470,000 (detached), \$340,000 (townhome), \$260,000 (condo)
 - Smaller towns and suburbs offer better value for larger spaces.
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4. Key Market Trends

- **Strong demand** from first-time buyers and investors
- **New builds** popular in growing suburbs
- **Interest rates** remain a top concern for affordability
- Migration from other provinces is boosting demand

5. Legal & Financial Basics

- No land transfer tax or title insurance requirement
- Typical closing costs: 1.5% to 4% of the purchase price
- Pre-approval highly recommended before house hunting
- Lawyers handle the transaction—notaries aren't accepted

6. Common Buyer Incentives

- First-Time Home Buyer Incentive (shared equity with the Government)
- RRSP Home Buyer's Plan (up to \$60,000 withdrawal)
- CMHC-backed low down payment options (as low as 5%)

7. When is the Best Time to Buy or Sell?

- **Spring and summer** are peak seasons
- **Fall** offers less competition
- **Winter** may offer better deals, but fewer listings

8. Alberta-Specific Tips

- Always factor in **heating costs** and **winter maintenance**
- Ask about **basement development** and **legal suites** for rental potential
- Home inspections are **critical** due to seasonal wear and tear

9. Role of Your Real Estate Agent

- Navigates market pricing and offer strategy
- Coordinates showings, negotiations, and paperwork
- Connects you with mortgage brokers, lawyers, and inspectors

- Represents **your** interests from start to finish

Looking to Buy or Sell?

Hauwa Real Estate offers expert guidance, local market insights, and a client-first approach.

We don't just help you move — we build trusted partnerships.

Let's talk about your next step.

