



Happy Anniversary

edition

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FALL 2023 CALGARY & AREA
RESIDENTIAL REAL ESTATE UPDATE

EXPERT ADVICE WHEN YOU NEED IT MOST

- 20+ years experience: buying, selling, renovation, & new community planning
- Calgary, Cochrane, Okotoks & Airdrie REALTOR expertise

MY ADVENTURES IN REAL ESTATE

My first year as a Realtor has flown by! I'm so glad I decided to give it a go. Apparently my clients are too. Here is what they have to say:

"We were relocating from Ontario and had the opportunity to use Cindy as our realtor.

We had many phone conversations on the dream home we were looking for. Cindy worked extremely close with us and made us feel like family, she listened to what we were looking for and found the most beautiful home and in the most beautiful location.

We were so glad that we used Cindy, and I have already mentioned to friends and family that if needed I found the perfect realtor that I feel will be there to listen and help find their dream home as well. Cindy made this big transition the easiest and most stress-free experience we have ever had.

Cindy will always be our realtor in the future."

RF & ML

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587-999-3595
strategyhouse.ca

COMING SOON

NATURE & CONVENIENCE ALL IN ONE!



Modern Morrison Home in Idyllic Valley Ridge!
A beautiful family home, in a great community. Quick commutes to downtown & the mountains! Lush, green, privacy outside; modern interior; and walk-out basement!

CALGARY PRICES UP FOR 8TH MONTH IN A ROW!

- **August sales hit a record high at 2,729 sales.**
- Inventory dropped to 3,254 units - a record low & well below the typical 6,000 units level.
- **Low inventory plus high sales ensured supply remains low at just over one month.**
- The unadjusted benchmark price across all home types in Calgary reached \$570,700 in August, representing the eighth consecutive monthly gain.
- **Prices are up across all property types, with town homes reporting the largest increase.**

CURRENT BENCHMARK PRICES*



DETACHED

\$696,700 +10%



SEMI-DETACHED

\$623,200 +10%



TOWNHOUSE

\$413,200 +16%



APARTMENT

\$309,100 +13%

CREB Aug 2023 vs. Aug 2022 benchmark prices

NOTE::The Aug 2023 AVERAGE detached sale price was \$707,337.

On average, detached homes sold in August cost more than the standard benchmark home.

MY ADVENTURES IN REAL ESTATE

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"It gives me great pleasure to recommend Cindy Skrukwa to anyone needing to buy or sell a home in Calgary. She made our experience truly stress-free. Cindy is a professional. She arrives prepared, has a great work ethic, is honest and trustworthy. She has great attention to detail. Her market research and professional contacts enables her to be both efficient and effective. Her communication skills and drive resulted in our property selling in one day. When we have need for a realtor in the future, Cindy will be our choice." **DS & SB**

Cindy was referred to us by my extremely particular dad. Selling our condo with Cindy was definitely easy. Our situation was complicated since we had international tenants. Cindy developed a successful strategy that worked for us and was fair to tenants. We are very grateful to have sold higher and faster than expected." **JM & RS**

"We hired Cindy to help us sell our luxury condo. Her marketing approach was multi-faceted and extensive which included mail-outs, advertising in publications, open houses and of course, follow up calls. Her sense of style for staging was excellent and her tenacity to get the job done was nothing short of impressive. We would highly recommend Cindy for anyone looking for a realtor in Calgary." **JB & BG**

"Cindy is an absolute angel. In a difficult market, we had a full price offer on the first day of showings. Two friends also had similar experiences. Cindy has a remarkable eye, and a great business sense. Her time, passion and dedication to each individual client is so rare these days. I'm truly grateful." **SS**

BUY: Glenbrook Charm



RECENT DEALS



SELL: Beltline Views



BUY: Hidden Valley Quality

BEST VARIABLE MORTGAGE
5.95%

BEST FIXED MORTGAGE
5.24%

*ratehub.ca Sept 1 2023, 5-year rates

MARKET UPDATE CONTINUED

"Higher lending rates have caused many buyers to either hold off on purchase decisions or **shift toward more affordable products on the market**," said CREB® Chief Economist Ann-Marie Lurie. "The challenge has been the availability of supply, especially in the detached market. **Inventory levels hit record lows in August**, and while new listings are higher than last year, conditions continue to favour the seller, driving further price gains."

Airdrie, Cochrane and Okotoks prices are also up. Their benchmark prices are up 6%, 4% & 7% respectively, year over year.

"My wife and I have been investing in real estate over the last 25 years with over 40 transactions. Cindy is the best realtor we have ever encountered. It is clear that she loves real estate with her almost prescient knowledge of market conditions. She brings a clinical acumen to negotiations from her extensive business experience.

We recently completed two purchases in a hot seller's market with Cindy where she helped us navigate and outmanoeuvre competitive bids. I most highly recommend Cindy as a realtor." **AY & MS**

"Very knowledgeable of the Calgary market with great insight regarding our specific neighborhood. Very open & transparent throughout; worked diligently toward the goal of achieving the best selling price. 'Went the extra mile'. Provided great support & follow-through even after the sale date. Thank you for your excellent work!" **BW & MW**

Note: minor edits made for brevity.

real
Real Broker

CINDY SKRUKWA

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