

# THE ALBERTA LAND REPORT

The May Edition, 2026

Presented By:  
Christian Jones, Vice President

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# Welcome to the *latest edition* of the **Alberta Land Report!**

In here, we explore development land trends in the greater Calgary and Edmonton markets.



Christian Jones, who specializes in land sales, hoists the award for #1 REMAX Commercial Team Worldwide for 2025 and later that night the Chairman's Club award for his outstanding individual REMAX performance.





## IN THIS ISSUE,

We're excited to feature special guest contributions from the following:

- Frost Valuations Inc.
- New Urban Design Group Inc.
- Feautring statistics from the Gettel Network

## QUESTIONS?

Regarding this report or land, please reach out to our editor:

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# EDITOR'S NOTE

Over the last few years, with economic shocks appearing to skyrocket, I'm starting to wonder if the new black swan is simply a white swan—and when we will see a normal year again. Middle East conflict, AI-driven market disruptions, COVID-19 lockdowns, the Russia-Ukraine war—the list goes on.

These disruptions appear to be driving many investors toward hard asset holdings. Volatile stock markets, gold and silver, collectible cars, food, and oil have all surged upward. Meanwhile, the purchasing power of both the Canadian and U.S. dollars continues to decline despite ongoing political management of economic statistics.

This volatile but upward dynamic appears to be especially filtering into future Alberta development land prices. Interprovincial migration from expensive markets like Toronto and Vancouver is pushing end-user demand and consumption higher, which in turn drives developer demand. More demand ultimately justifies higher offers. This is compounded by continued immigration and rising oil prices bringing more people—and capital—to Alberta.

2025 appeared to be the hottest year for land sales in roughly the 15 years I've been selling. Seasonally, as expected, Christmas 2025 saw a slowdown in activity, including the first few weeks of 2026. However, by late January, offers and phone inquiries on land began ramping up again.

Investors still appear bullish on Alberta's oil market and increasingly view Alberta as a haven for capital preservation in an inflationary environment. Land pro formas continue to show promising outcomes relative to current land pricing. Given this momentum, it seems likely that strong interest in land will continue throughout 2026, along with the potential for continued returns.

Check out the charts on the next page for further insights.

For deeper analysis on why the market remains strong, revisit past Alberta Land Report editions—like October 2025, where we explored the impact of mass Canadian immigration and other key drivers.

To request a copy or be added to the free subscription list, just email: [1988jones@gmail.com](mailto:1988jones@gmail.com)

Enjoy!



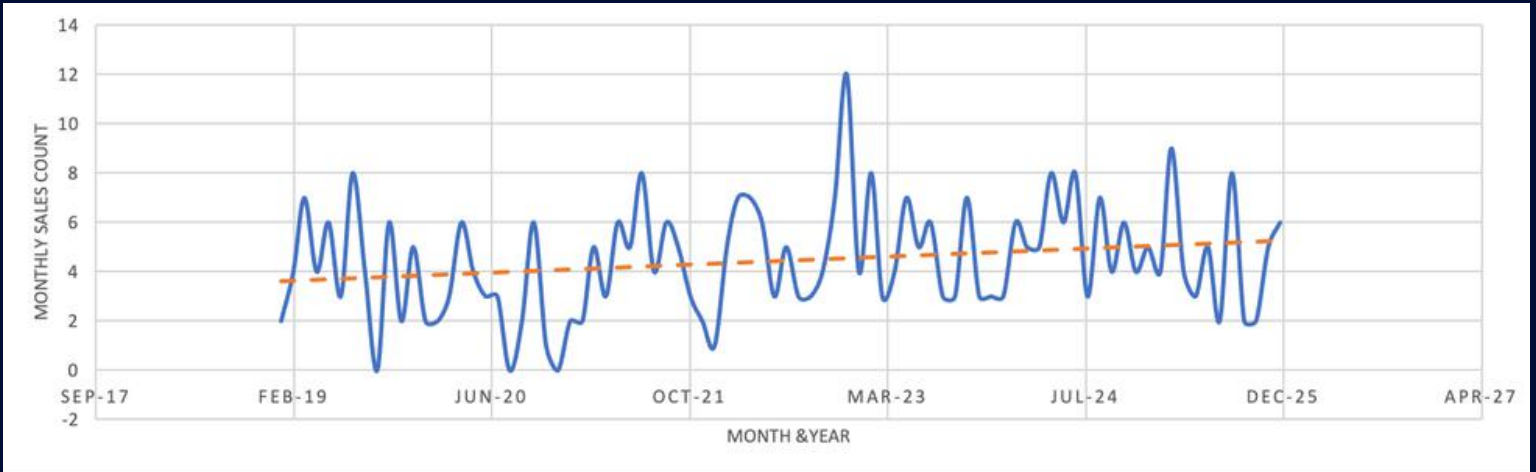
**Christian Jones**, *Vice President*

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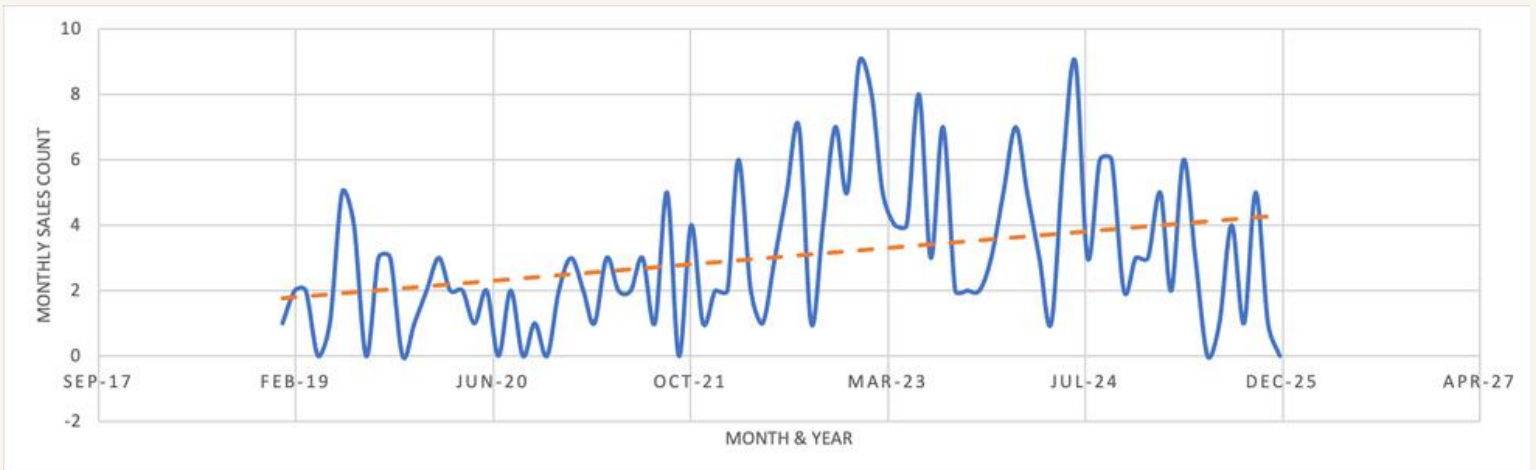
# EDMONTON AREA

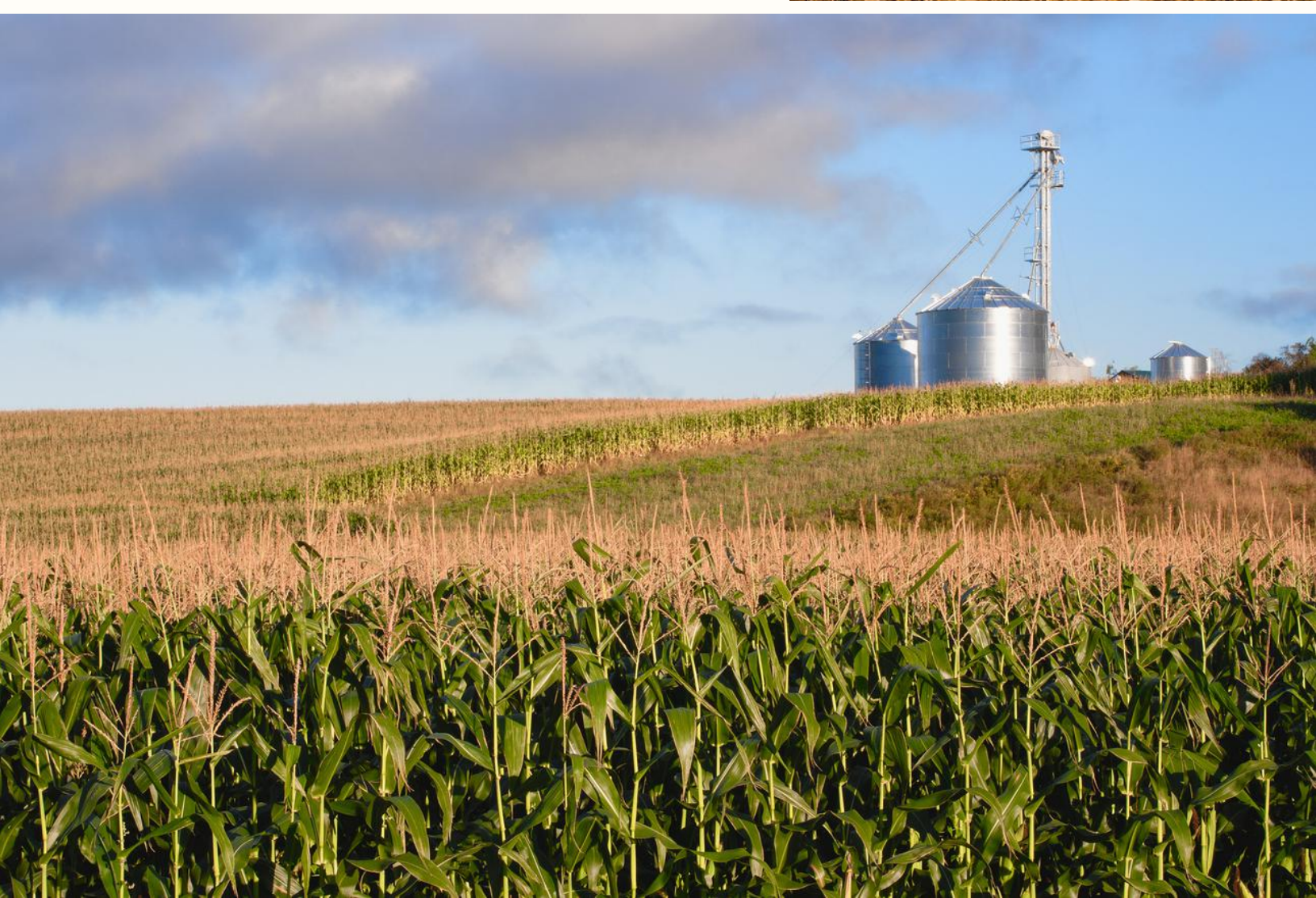
## RAW LAND SALES OVER 10 ACRES



# CALGARY AREA

## RAW LAND SALES OVER 10 ACRES





# DO YOU NEED A FARMER?



## CONTACT

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# RECENT & NOTABLE LAND TRANSACTIONS

Information and sales data was supplied by The Network - for more information visit [www.networkalberta.ca](http://www.networkalberta.ca).



## GREATER CALGARY AREA

Address	Site Units	Sale Price	Price Per Acre	Sale Date
251207 RR 50, Rocky View County	240 acres	\$2,100,000.00	\$8,750.00	Dec.10.2024
253033 TR244, Wheatland County	316.56 acres	\$8,230,000.00	\$25,998.23	Dec.20.2024
3200 RR 254, Strathmore	226.75 acres	\$6,802,500.00	\$30,000.00	Jan.8.2025
11011 146 Ave SE, Calgary	78.57 acres	\$4,250,000.00	\$54,091.89	Jan.11.2025
310 210 Ave SW, Calgary	79.14 acres	\$24,000,000.00	\$303,260.05	Jan.15.2025
13311 15 St NE, Calgary	122.36 acres	\$25,000,000.00	\$204,315.14	Feb.4.2025
RR 12 South of TR 274, Airdrie	150.86 acres	\$5,775,000.00	\$38,280.52	Feb.10.2025
250256 RR 40, Rocky View County	160 acres	\$2,080,000.00	\$13,000.00	Feb.14.2025
6111 84 St NE, Calgary	67.38 acres	\$12,128,400.00	\$180,000.00	Feb.24.2025
232210 RR 283, Rocky View County	40 acres	\$4,095,238.00	\$102,380.95	Feb.26.2025

# RECENT & NOTABLE LAND TRANSACTIONS

Information and sales data was supplied by The Network - for more information visit [www.networkalberta.ca](http://www.networkalberta.ca).

## GREATER EDMONTON AREA

Address	Site Units	Sale Price	Price Per Acre	Sale Date
103 17 St NW, Edmonton	109.47 acres	\$14,677,290.00	\$134,075.00	Feb.6.2025
2621 50 St SW, Edmonton	103.67 acres	\$17,293,241.00	\$166,810.00	Nov.12.2024
2604 34 St SW, Edmonton	103.79 acres	\$17,313,259.00	\$166,810.00	Nov.4.2024
23111 TR 534, Strathcona County	76.44 acres	\$17,932,824.00	\$234,600.00	March.3.2025
1804 184 St SW, Edmonton	88.37 acres	\$18,000,000.00	\$203,689.00	Jan.30.2024
603 Winterburn Rd NW, Edmonton	157.98 acres	\$22,400,000.00	\$141,790.00	Sept.18.2024
903 Winterburn Rd NW, Edmonton	139.66 acres	\$22,766,700.00	\$163,015.00	Sept.24.2024
2904 170 St SW, Edmonton	80 acres	\$22,800,000.00	\$285,000.00	Jan.13.2025
1704 91 St SW, Edmonton	152.88 acres	\$34,000,000.00	\$222,396.00	Feb.5.2024
17510 Meridian St NW, Edmonton	323.91 acres	\$34,994,878.00	\$108,018.00	Sept.24.2024



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“

*75 per cent of new homes are being built towards the airport.*

- **Linda Harp**, *Edmonton building different kinds of homes in hopes of addressing housing needs.* CBC News, 2023

# EDMONTON IS BUILDING MORE HOMES THAN EVER

“Edmonton Building Different Kinds of Homes in Hopes of Addressing Housing Needs.”  
CBC News, Canadian Broadcasting Corporation, 2023



Bevilacqua's farm bumps up against new housing developments. (Liam Harrap/CBC )

If you stand on Mario Bevilacqua's back deck and look right, there's apple trees. If you look left, there's a wall of houses and traffic.

The 87-year old farmer has had his U-Pick farm, located just south of 41st Avenue Southwest, since the 1970s.

“Don't start a farm close to Edmonton,” Bevilacqua says. “You're going to lose your pants, shirt, shoes, and maybe even get a divorce.”

That's because it's expensive to operate a farm, especially with hiring help, he says. It's one of the reasons Bevilacqua has decided to put his property up for sale.

Already, he's been approached by people interested in turning his land into a new housing development.

“I don't want to be here when that happens, otherwise I'll have a heart attack,” he says. “All my trees — there are my babies. I grew them from seed.”

Alberta is in the middle of a housing boom. In the first half of this year, almost 27,000 homes started to be built in the province — that's a 30 per cent increase from last year.

It's a new record.

Many of the homes being built are in Edmonton. In 2024, the city issued just over 15,000 building permits for new dwelling units. More than 75 per cent of those permits were for areas of the city between 41st Avenue Southwest and Anthony Henday Drive, including neighbourhoods like The Orchards, Keswick and Chappelle.

It's the most building permits issued by the city since at least 2005.

In the last two years alone, Edmonton's population has grown by more than 100,000 people.

## **It's a success story**

This construction boom is good news for Edmonton, says Mayor Amarjeet Sohi, as it provides jobs and diversifies housing stock.

Although Sohi is not running for re-election, he says hopefully Edmonton's new city council will keep building at a fast pace.

“I'm very proud of what we have been able to achieve, but the need continues and we need to build more,” he says.

While Edmonton is expanding at its fringes, the goal is for half of the growth to be in already established neighbourhoods, Sohi says.



The Keswick neighbourhood, on the edge of southwest Edmonton, is experiencing a construction boom. (Liam Harrap/CBC)

According to data from the city, the Griesbach neighbourhood is seeing the most growth for redevelopments, especially with new medium- and high-density projects such as apartment buildings.

Nevertheless, most of the new growth is at the southern reaches of the city, which makes sense, says Murtaza Haider, an urban planner who works at the University of Alberta. That's because it's where land is readily available.

"It's also usual for a city to grow towards its airport," he says. But with so many new homes being built, new infrastructure also needs to be added, such as water and sewage pipes, transportation infrastructure and schools. Sometimes it can take more than a decade to finish a new neighbourhood, Haider says.

And more people want to live in south Edmonton because it's all new, says Leanna Martens, a professional real estate agent.

"Many of the families moving here have no experience with renovations, so they're avoiding a headache from their perspective," she explains. "And then they have all the amenities, like child care. That's what a family cares about." Even though it's more than a half-hour drive from south Edmonton to the core of the city, people do not care, Martens says. "We've got a portion of our workers that's all remote now. The work environment has completely shifted."

#### **'You cannot stop the river'**

Bevilacqua takes apart his Italian wooden apple press for making juice, saying the peels will make really good compost. This part of the province is known for having good soil and it can take more than 500 years to make just one inch of black dirt, he says.

Bevilacqua doesn't know where he will move once his property sells. Perhaps he will go back to Italy or find a local care home.

"I have to adjust with the times," Bevilacqua says. "If I fall down, somebody will pick me up."

As people keep moving to Edmonton, it's likely the city will continue to grow and expand outwards. Trying to stop it, says Bevilacqua, is pointless, like trying to make water flow uphill.

"You cannot stop the river. The water flows down all the time."

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# ALBERTA GOV'T APPROVED SALE OF 10,600 ACRES OF LAND TO FOREIGN OWNERS IN 2025

Every year, the Alberta government allows a number of exemptions to its rule that foreign citizens or corporations cannot own more than 20 acres of land in the province.

Minister of Service Alberta and Red Tape Reduction Dale Nally put forward 13 orders-in-council in 2025 to permit foreign companies and people to buy more than 10,600 acres, or about 43 square kilometres, of land in the province. Here's a look at some of the year's biggest deals and an update on their affiliated projects.

In February, Shield Energetics Ltd. was given the go-ahead to acquire up to 12.94 square kilometres of land in Cypress County to establish an ammunition and small arms munitions manufacturing facility.

Shield Energetics is a part of the Montana-based defence firm Shield Group, which has been trying to expand its network into Canada. Shield Group hired New West Public Affairs to lobby the federal government in October 2024 to meet with legislators and discuss plans "to build a large manufacturing plant in Canada."

Alberta corporate registration documents name Stan Manoogian, Shield Group co-founder and partner, as the sole director of Shield Energetics. Though the company appears to have cleared the necessary regulatory hurdles to set up shop in southern Alberta, it hasn't acted to buy the property near Medicine Hat identified in the ministerial order. "There has been no purchase of land at this point in time," Cypress County Mayor Dan Hamilton told the Investigative Journalism Foundation.

Hamilton said local officials from the region first met with Shield Group representatives in 2024. While the county was open to the business proposal, communication with the company tapered off, and Hamilton said there hasn't been any movement on the project.

"I think six months ago it was kind of dead in the water, and I haven't heard anything since," he said. Shield Group did not respond to the IJF's emails or phone calls. An automatic reply from Manoogian's email account said he is currently taking a leave of absence from Shield Group.

Service Alberta's communications director, Osagie Ogunbor, was also unable to provide any status update on the project.

"By requiring the province to provide an exemption for land ownership transfers above 20 acres for foreign entities, Alberta's government is able to ensure land is not transferred to bad actors, and it is beneficial for the economy and public," Ogunbor said. Beacon Data Centers' purchase of approximately 8.8 square kilometres for the construction of five data centres and associated electrical infrastructure was approved on Oct. 29, and the company is anticipating rapid development in the months ahead.

Speaking at the Upper Bound AI Conference in Edmonton in May, Beacon co-founder Joseph Shovlin said the company aims to bring all of its data centres in Alberta online by 2027 or 2028. Beacon's projects will be located in Sturgeon County, Leduc County, Foothills County, Rocky View County and Parkland County.

Beacon is backed by the American investment firm Nadia Partners. The registered Alberta corporations tied to the data centres name Shovlin and founding partner John Halpin as directors.

Alberta's government is pushing to attract \$100 billion worth of investments into AI data centres by 2030. With this deadline fast approaching, it should come as no surprise that the third largest transfer of land to foreign owners this year went to another AI data centre company.

Vibro Information Services was approved to purchase more than six square kilometres of land in Sturgeon County, about 45 minutes northeast of Edmonton. No additional information about either the company or the data centre project is provided in the ministerial order or on the province's major projects database. Offices for the corporate law firm Stikeman Elliott are listed as Vibro's registration address and address for service in the provincial corporate registry, and a senior advisor for the firm is the sole director of the company.

Other exemptions to the foreign ownership of land regulations were made to allow title transfers related to estate purposes, the purchase of land by investment companies, and the sale of a residential "land lease community."

News provided by McKay, Brett. "Alberta Gov't Approved Sale of 10,600 Acres of Land to Foreign Owners in 2025." CityNews, 17 Jan. 2026



# ARTICLE BY NEW URBAN DESIGN GROUP INC.

*"We work with land to dramatically increase profitability."*

Author: Jaydean Boldt, RPP, MCIP | Principal, Director Development & Planning  
Contact us: +1 403-607-0977 or [info@newurbandesigngroup.com](mailto:info@newurbandesigngroup.com)



Most developers approach profitability the same way: pack in more lots, cut design costs, use cheaper materials, and hope for the best. Then they wonder why their margins stay thin while better-positioned competitors thrive.

After 20+ years and having designed thousands of acres of projects ranging from small infill to major master-planned communities, I can tell you this: the most profitable developments aren't the cheapest to build. They're the ones that command premium pricing while controlling costs strategically.

Let me share seven strategies that actually move the profitability needle, backed by real projects and outcomes you can replicate.

# STRATEGY 1: DESIGN FOR PREMIUM PRICING

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Here's what most developers get wrong: they assume more lots equals more profit. Not true.

I've seen smaller, thoughtfully designed communities generate significantly higher total profit than larger conventional subdivisions on comparable sites. The difference? One commanded commodity pricing. The other commanded substantial premiums.

## Why Density Isn't Always the Answer

Think about it this way: would you rather sell 400 lots at average prices where the project looks lacks any visual interest, architecture or quality urban design, or 340 lots (that's 60 fewer) at premium prices? When we design a site using organic street patterns, preserved natural features, and yet created a strong sense of place with beautiful architecture and urban design, our clients generate millions more in revenue with fewer lots. There is a breaking point that most developers don't see.

In most cases your servicing costs will either stay the same or drop. Your construction timeline shortens. Your marketing becomes easier because you have a unique story to tell.

## What Actually Creates Premium Pricing

Not what you think. It's not granite countertops or fancy amenities. It's this:

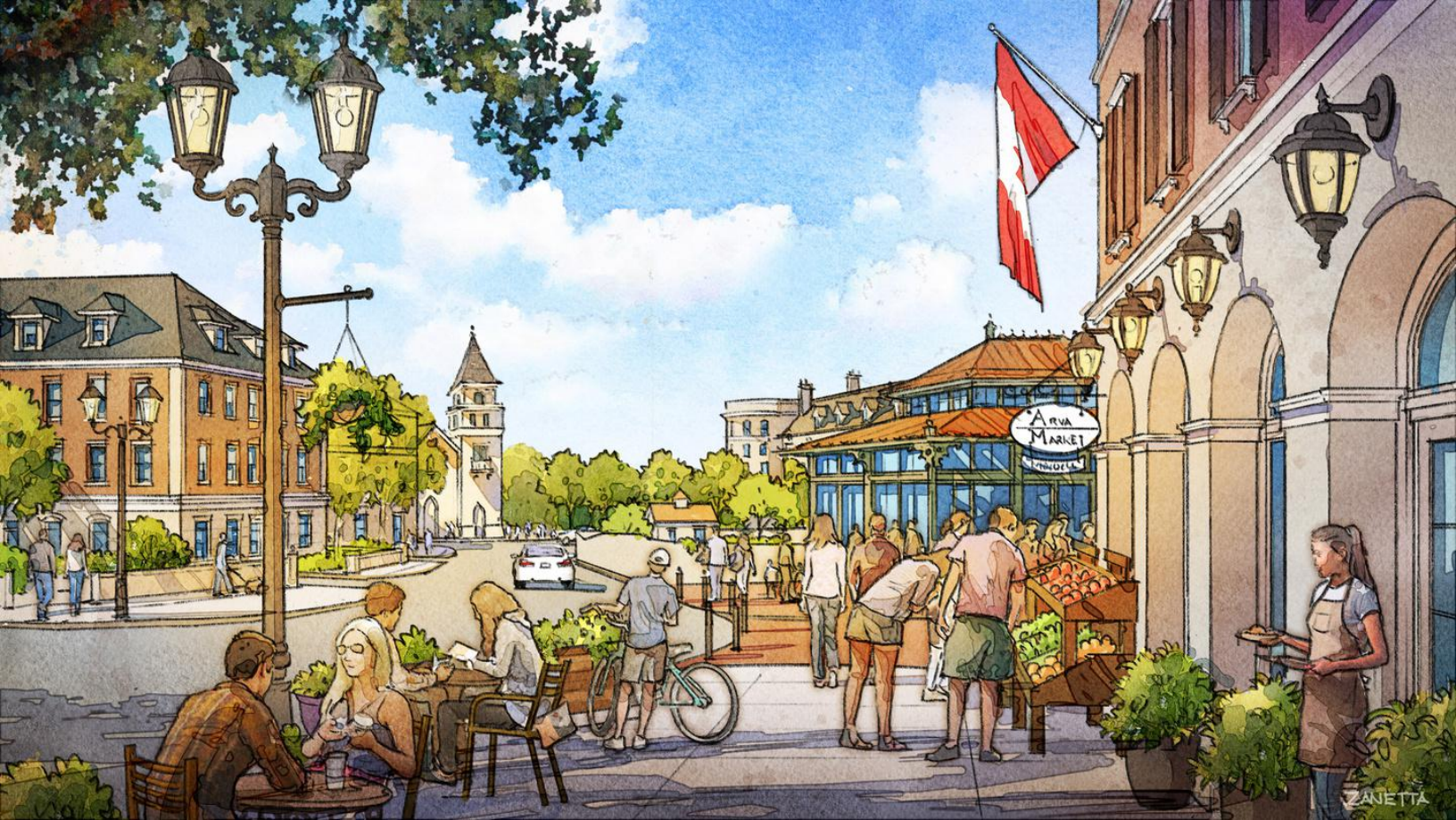
- Street character that feels established from day one
- Natural features preserved and celebrated, not bulldozed
- Walkable access to parks and gathering spaces
- Varied lot sizes that create visual interest
- Architectural cohesion that tells a story
- A genuine sense of place people recognize and value

I remember a hillside project where we let streets follow natural contours instead of forcing a grid up the slope. Those curved, topography-responsive streets felt more intimate, preserved view corridors, and created interesting lot types. Buyers didn't consciously know why—they just knew it felt better. And they paid significantly more for that feeling.

## The Investment Required

Does designing for premium pricing cost more upfront? Yes, roughly 12-18% more in design and landscaping. But you're capturing 25-40% pricing premiums. The math is compelling. Fear of spending that extra money on design kills more profitability than almost anything else I've seen.





## STRATEGY 2: REDUCE INFRASTRUCTURE COSTS THROUGH SMART DESIGN

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Most developers think infrastructure costs are fixed. "Engineering says we need it, so that's what we build." Wrong.

Infrastructure represents a quarter to a third of your total development costs. Smart design changes create massive savings without compromising functionality.

### **Narrow Streets = Big Savings**

Here's the twist: narrower streets are actually better. They calm traffic naturally.

They feel more intimate. They create the walkable character that commands premium pricing.

So you save money on costs and increase lot values. That's the kind of double win most developers never capture.

### **Work With Topography**

Conventional development flattens everything. Move massive amounts of earth. Destroy natural drainage. Then build expensive engineered systems to manage water.

Smart development? Design streets that follow natural contours. Preserve existing drainage patterns. Integrate stormwater as attractive features.

On one hillside project, we saved millions in grading costs by working with the land instead of against it. The end result being more character, better views, and varied lot types that commanded premiums.

### **Design Efficient Lot Layouts**

I see developers waste land constantly; awkward remnant parcels, oddly shaped lots nobody wants, inefficient street networks that create more infrastructure per lot than necessary.

Small adjustments to lot layout can reduce infrastructure costs by 10-15%, eliminate unsellable remnants, create more premium corner lots, and improve overall efficiency.

Better geometry means more revenue with minimal additional infrastructure.

# STRATEGY 3: ACCELERATE ABSORPTION

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Here's the profitability factor nobody calculates properly: carrying costs.

Every month your project sits unsold, you're paying interest on loans, property taxes, insurance, and overhead. On larger projects, this can easily run into six figures monthly.

## The Speed Advantage

Imagine two identical 180-lot projects. One sells steadily and completes in 15 months. The other drags on for 20 months. That extra five months of carrying costs? It's devastating to profitability.

But there's more. The faster project captures a tighter market window, establishes momentum, and allows earlier reinvestment of capital.

## What Drives Fast Absorption

Character. Uniqueness. A story people want to be part of. Look at any market. The developments that sell out fastest aren't the cheapest—they're the ones with clear identity and distinctive character.

We've seen well-designed Traditional Neighbourhood Developments achieve 50-70% faster absorption than comparable conventional projects in the same markets. Not because they were cheaper. Because buyers recognized quality and uniqueness.

## Don't Underprice for "Momentum"

Here's a mistake I see constantly: developers price Phase 1 aggressively low to "build momentum."

This is profitability suicide.

Your first sales establish the price ceiling for your entire project. Price too low, and you've permanently capped your returns, even if market conditions improve.

Better strategy: price at target from day one. Invest heavily in presentation and marketing. Release inventory strategically. If early sales are slower than you'd like, resist the temptation to drop prices.

The premium you establish early will hold through all phases and generate substantial additional revenue over the project's life. Worth the patience? Absolutely.



## STRATEGY 4: PHASE STRATEGICALLY

Most developers phase projects for engineering efficiency: "We'll develop the section closest to existing services first."

That's optimizing for the wrong thing. Phase for market impact, for momentum, and for strategic value capture.

### Start With Your "B+" Product

Lead with good-but-not-great lots that establish your pricing while preserving your highest-value inventory for later when your brand is established and market strength allows maximum premiums.

We always recommend starting with a minimum of 2-3 different product types catering to different markets in your first phase. This allows you to gauge where the market is at and be flexible as you move forward. By starting with your B+ lots, you establish pricing and by the time the premium lots are released, the project had reputation and demand. They commanded 45% premiums over Phase 1 pricing.

### Make Each Phase Feel Complete

Nothing kills momentum like a phase that feels like a construction zone.

Your first phase needs completed parks, mature landscaping, entrance features, and core amenities.

Don't promise amenities "coming in Phase 4." Buyers won't pay premium prices for future promises. Budget appropriately for Phase 1 completeness.

Make sure your Architecture isn't an afterthought. Most buyers can relate to the vertical dimension of what they see, and curb appeal is everything when it comes to establishing pricing and appeal.

### Allow Flexibility

Market conditions change. Absorption patterns reveal buyer preferences you didn't anticipate.

Your phasing strategy should allow adjustment. Rigid phasing kills profitability. Flexible phasing captures opportunities.

## STRATEGY 5: CONTROL COSTS STRATEGICALLY

There's a crucial difference between cost control and cost cutting.

- Cost-cutting: Use the cheapest consultant, minimize design investment, eliminate "nice-to-haves," accept commodity outcomes.
- Cost control: Spend strategically on elements that drive value, eliminate waste, optimize processes, get better outcomes for similar investment.

Being 'cheap' will always be the most expensive development route in the end. I've seen it over and over again.

### Where to Invest More

- Design: Master planning, architectural guidelines, landscape architecture, and public space design. This is where premium pricing gets created. Underspending here is penny-wise, pound-foolish.
- Marketing and brand: Your competitors spend 2-3% of revenue on marketing. You should spend 4-5% if you're positioning for premium pricing. Better marketing justifies higher prices and accelerates absorption.
- First impressions: Model homes, sales environment, Phase 1 landscaping. A cheap sales trailer signals "commodity project." An exceptional sales environment signals "premium community." Dressing up an ugly front drive garage with a sales centre used to work in the 90's but not anymore. Buyers want authenticity. They are much smarter and discerning.
- Invest in educating your salespeople: Make sure they know and understand all the nuances of the master plan and can speak eloquently and intelligently about it.

### Where to Optimize

Work with engineers willing to think beyond standard solutions. Narrower streets, natural drainage, efficient utility routing. Question unnecessary studies and reports. Challenge over-engineering. Eliminate redundant consultants.

I'm not advocating cheapness. I'm advocating strategic allocation of capital to elements that actually drive returns.



## STRATEGY 6: PROTECT YOUR VISION

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Here's a profitability killer nobody talks about: vision erosion.

You start with a beautiful master plan. Premium positioning. Clear brand identity.

Then engineering says streets need to widen. Budget pressure eliminates enhanced landscaping. Builders introduce their standard designs regardless of your guidelines. The park shrinks to squeeze in two more lots. Marketing gets inconsistent.

Five years later, your community looks nothing like the rendering that sold councils and early buyers. It's become... mediocre. And mediocre earns commodity pricing.

### **The Vision Protection Question**

On a typical project, the difference between premium positioning and commodity positioning can represent millions in gross revenue. If vision erosion causes you to lose even half that advantage, you're leaving massive value on the table.

### **How to Protect Vision**

Someone must have the authority to say "no" to changes that compromise the plan. That person reviews all submissions, coordinates consultants, manages municipal discussions, enforces guidelines, and makes daily decisions aligned with the vision.

This is the "Keeper of the Plan" role. The return on this investment is substantial—you're protecting millions in positioning value.

# STRATEGY 7: UNDERSTAND YOUR REAL COMPETITION

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Most developers identify their competition wrong.

You think you're competing with other new subdivisions.  
You're not

You're competing with:

- Resale homes in established neighbourhoods
- Infill projects closer to urban cores
- The decision to rent instead of buy
- The decision to wait instead of acting now
- Alternative markets entirely

## How to Compete

Established neighbourhoods have mature trees, walkable amenities, and proven character. Your new subdivision has... dirt and promises.

The solution? Create instant character through design. Preserve mature trees. Build gathering spaces that feel complete from day one. Design streets that feel established, not raw.

Make Architecture a key part of your marketing strategy. Almost every other project is building tract housing...this is your opportunity to stand out.

Make your new development feel like an established neighbourhood—just newer and better.

## The Premium Positioning Strategy

Don't compete on price. Compete on quality, character, and differentiation.

Position yourself as the premium alternative for buyers who appreciate design quality and want something beyond commodity housing.

This requires courage. You'll lose price-sensitive buyers. That's okay—they weren't your most profitable buyers anyway. You're targeting the segment of the market willing to pay premiums for quality.

When we implement this strategy, we typically see pricing premiums, faster absorption despite higher prices, less price negotiation, higher-quality buyers, and stronger referrals.

Premium positioning is more profitable than commodity positioning. Always.



# THE REAL PROFITABILITY FORMULA

Profitability = (Premium Pricing × Fast Absorption) - (Strategic Costs + Carrying Costs)

Notice what's NOT in that formula: lot count.  
More lots doesn't necessarily mean more profit.

Sometimes fewer lots at premium pricing generates higher total profit with less risk and faster capital recovery.

Think about it: would you rather develop 340 lots at commodity pricing over 24 months, or 300 lots at premium pricing that sells out in 16 months? The second approach can literally double your profit margins while reducing your timeline and risk.

That's the power of strategic profitability optimization.

## WHEN TO SEEK PROFESSIONAL GUIDANCE

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You should consider expert help when:

- Your margins are acceptable but you know there's untapped potential
- You're competing in saturated markets and struggling to differentiate
- Your absorption is slower than you'd like
- You're contemplating a larger or more complex project
- You want to shift from commodity to premium positioning
- You're developing in unfamiliar markets
- You want someone specifically accountable for profitability outcomes

Our approach focuses on profitability optimization through strategic design, positioning, and execution. We've consistently helped clients achieve 25-30%+ higher returns than conventional approaches on comparable sites.

## READY TO IMPROVE YOUR DEVELOPMENT PROFITABILITY?

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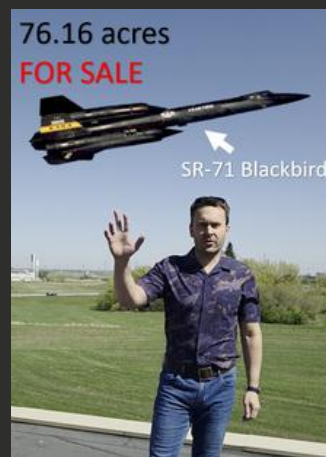
# Land in Motion

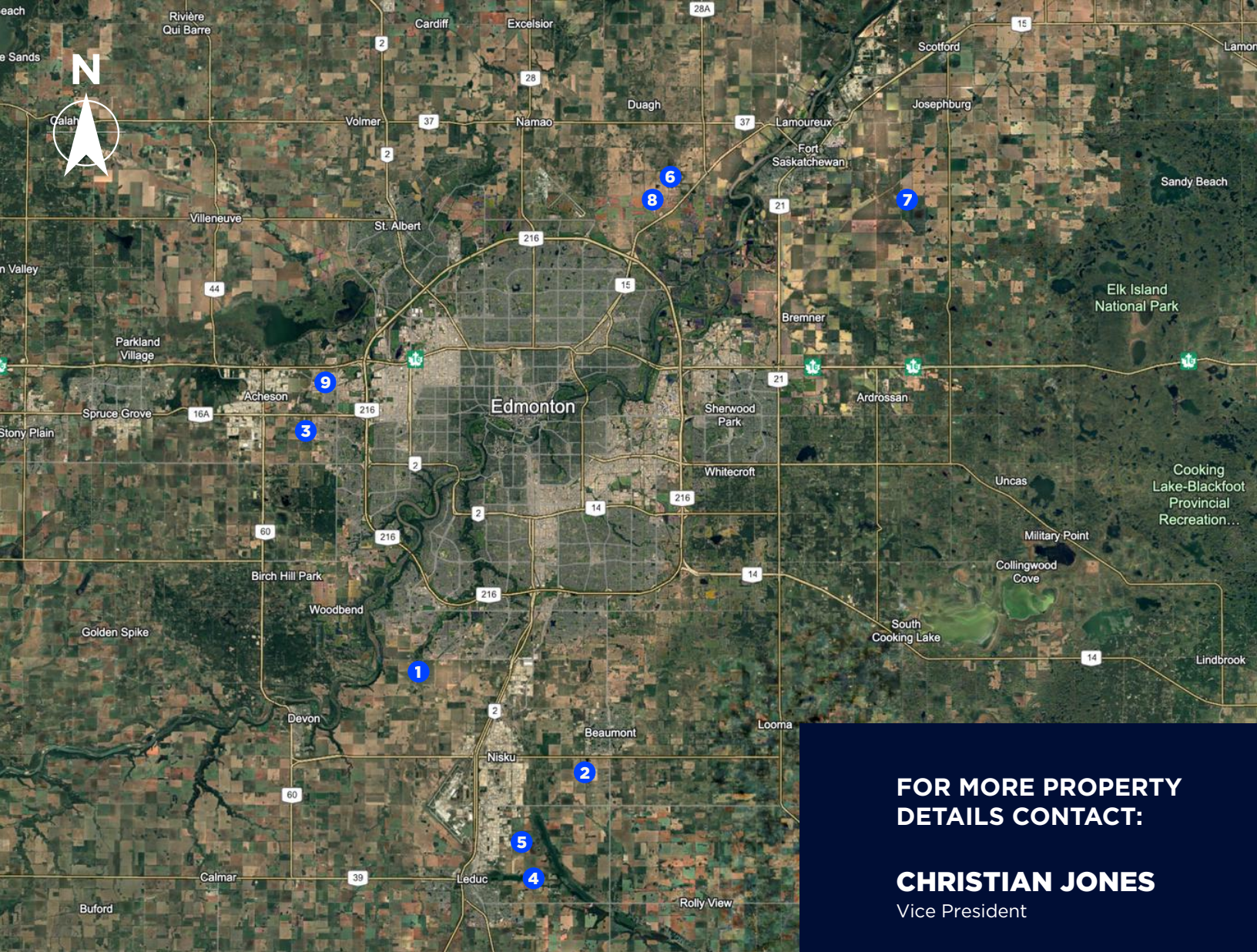


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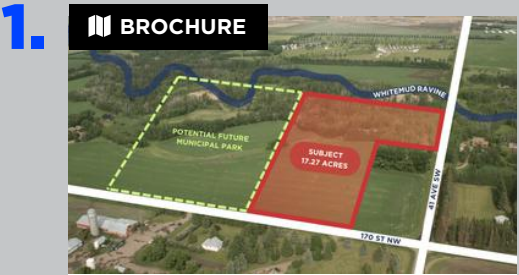
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DETAILS CONTACT:**

**CHRISTIAN JONES**  
Vice President

☎ (780) 716-2851  
✉ 1988jones@gmail.com

# LAND FOR SALE

Click on any property to view the full listing online.



**CREEK FRONT SITE**  
📍 16820 41 Ave. SW, Edmonton

---

**± 17.27**      **\$3,900,000**  
Acres of Land      Sale Price



**BEAUMONT PLAZA**  
📍 6701 Montrose Blvd, Beaumont

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**CONTACT**      **\$32.50/SF**  
For More Information      Lease Rate

# LAND FOR SALE

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3.

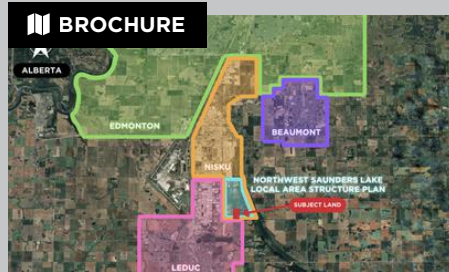


## PRIME INDUSTRIAL LAND

📍 24495 HWY 16A, Parkland County

± 117.62 Acres of Land      **\$8,500,000** Sale Price

4.



## FUTURE DEVELOPMENT

📍 24536 TWP 500, Leduc County

± 80.00 Acres of Land      **\$5,999,000** Sale Price

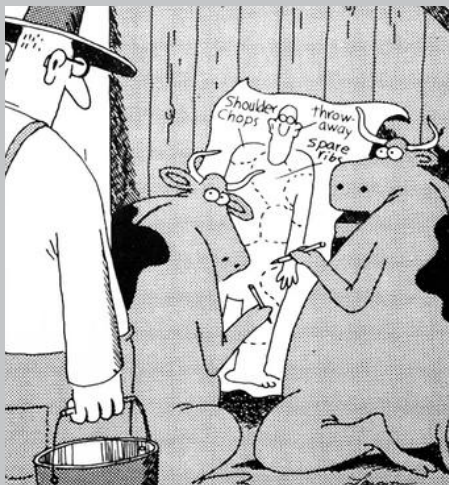
5.



## INDUSTRIAL/BUSINESS

📍 53°17'57.0"N 113°30'47.0"W

± 400.00 Acres of Land      **\$50,000,000** Sale Price



Brady, Morgan, and Christopher Raley. "15 Best The Far Side Comics Featuring Farm Animals." CBR, 7 Nov. 2024, <https://www.cbr.com/best-far-side-comics-farm-animals/>

6.



## FUTURE INDUSTRIAL

📍 604 - 227 Ave NW, Edmonton

± 79.50 Acres of Land      **\$1,582,050** Sale Price

7.



## IMMEDIATE RESIDENTIAL

📍 Fort Saskatchewan & Strathcona County

± 271.34 Acres of Land      **\$3,950,000** Sale Price

8.



## FUTURE INDUSTRIAL

📍 20375 18 Street NW, Edmonton

± 149.99 Acres of Land      **\$3,749,750** Sale Price

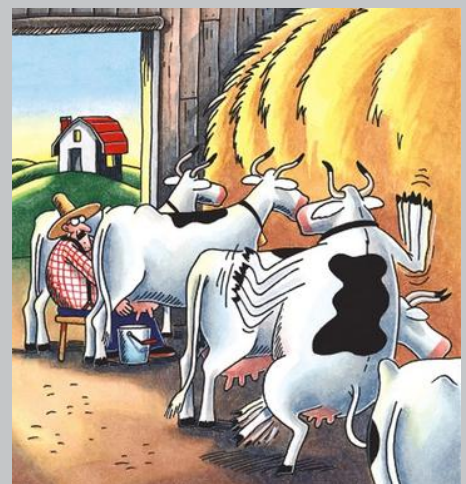
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## POTENTIAL INDUSTRIAL

📍 23440 & 23441 114 Ave, Acheson

± 76.16 Acres of Land      **\$7,463,680** Sale Price



"Old MacDonald Had a Farm (Jan 2026)." The Far Side, n.d., <https://www.thefarside.com/comic-collections/870/old-mcdonald-had-farm-jan2026>



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# GENESIS LAND DEVELOPMENT CORP. ANNOUNCES SALE OF 40% OF HAZEL DEVELOPMENT IN CALGARY

Calgary, Alberta, December 17, 2025 / CNW

News provided by [Genesis Land Development Corp.](#)

## GENESIS LAND

Genesis Land Development Corp. (TSX: [GDC](#)) ("Genesis") is pleased to announce that it has contracted to sell a 40% ownership stake to two separate Alberta based home builders in the Genesis Hazel development project for gross proceeds of \$19.1 million.

Hazel contains 160 acres of residential development land located in the southeast Calgary area structure plan of Hotchkiss that is planned to yield approximately 1,200 homes when fully developed. Genesis has received land use and outline plan approvals from The City of Calgary for this project and has commenced development of the lands.

In addition to a pro rata participation in the profits and losses of the Hazel development, each purchaser, together with Genesis Builders Group Inc., will have preferential access to residential building lots in Hazel. Both sale transactions are scheduled to close on December 17, 2025.

"Genesis is excited to have two leading builders, joining Genesis Builders Group, as partners in the Hazel community", commented PS Sidhu, President and CEO. "We look forward to working with our partners to create beautiful homes in a vibrant community for the families who will call Hazel home."

### About Genesis

Genesis is a land developer and residential home builder in the Calgary Metropolitan Area. The Common Shares are listed on the TSX (TSX: [GDC](#)).





# CANADA LOSING FARMLAND TO DEVELOPMENT AS RENTAL COSTS SQUEEZE FARMERS

***“Canada’s dwindling farmland base and rising rental costs threaten the country’s agricultural sustainability, researchers warn.”***

Miranda Leybourne, “Canada Losing Farmland to Development as Rental Costs Squeeze Farmers.” Alberta Farm Express, 5 June 2025

Canada’s agricultural sector faces mounting pressure as the country continues to lose farmland to urban development, while some existing acres sit vacant. That’s according to new research released by the Canadian Agri-Food Policy Institute.

Only about seven per cent of Canada’s land mass is used for agriculture, making preservation of existing farmland critical to the sector’s future, said Tyler McCann, managing director of the Canadian Agri-Food Policy Institute (CAPI).

“For the purpose of this paper and this research, it comes from the acknowledgement that actively used farmland in Canada is decreasing, and there is a need to address this,” said Courtney Anderson, a CAPI distinguished fellow who analyzed farmland economics across the country.

On May 27, three agricultural policy researchers with CAPI highlighted the economic and environmental challenges facing Canadian farmland. They warned current policies fail to adequately balance competing demands on the country’s limited agricultural land base. Anderson’s research found farmland rental rates now represent almost 90 per cent of average net operating income per acre, leaving farmers with only 10 per cent of income to cover other production costs.

“There’s only 10 per cent of the income available to cover all the other costs of production for a farmer that’s operating on that land,” Anderson said.

The study revealed significant regional variations, with provinces having the highest population density showing the lowest capitalization rates. Ontario and British Columbia face particular pressure due to their dense populations, while provinces with lower population density have higher capitalization rates, reflecting limited alternative uses for farmland.

Anderson warned appreciation in the value of farmland alone is not enough to offer an all-in discount rate of return for the typical investor, despite large appreciation in farmland values across most regions.

The research comes as Canada grapples with the fact roughly half of farmland losses is attributed to urban expansion, while the remainder represents previously farmed acres no longer in production for various reasons. “It’s pretty hard to undo asphalt pavement and go back and create more farmland,” Anderson said.

Dislène Sossou, a CAPI doctoral fellow studying soil conservation practices, found farmers face complex trade-offs when adopting sustainable practices. Her research showed some conservation practices are complementary, such as cover crops and multi-cropping, while others like minimum tillage and multiple cropping act as substitutes.

“Farmers with a succession plan tend to allocate more land to high-value crops, and this strategy can enhance profitability, economic profitability, but it can constrict soil environmental sustainability,” Sossou said.



The research also examined how climate shocks affect farming decisions. Andu Berha, another CAPI doctoral fellow, found while farmers typically specialize in high-performing crops under normal conditions, they diversify when extreme weather hits to reduce risk.

“When this extreme weather event hits, they diversify to reduce the downside risk,” Berha said. However, he noted this approach does come at a cost, meaning farmers who diversify due to this climate volatility tend to see a measurable decline in their overall productivity. Crop insurance plays a crucial stabilizing role, with Berha’s analysis showing that farmers with strong insurance coverage are more likely to maintain their existing, profitable cropping patterns even after a severe weather short event.

However, insurance claims and payouts have surged in recent years, jumping from \$2 billion to \$5.4 billion in total direct payments under business risk management programs, making the current approach financially unsustainable, Berha said.

The researchers called for more targeted policy approaches that account for differences between large and small-scale farmers. Large farmers typically have better access to finance and insurance and can absorb shocks more easily, while smaller operators face tighter margins and limited access to services.

“Small farmers may need to create cost sharing for insurance premium or simplified application procedure. Meanwhile, large farmers might benefit more from market-based instrument or incentive tied to performance,” Berha said.

All three researchers emphasized the need for better data to inform policy decisions. Current analysis relies heavily on five-year-old census data.

News provided by: [Miranda Leybourne](#), “Canada Losing Farmland to Development as Rental Costs Squeeze Farmers.” Alberta Farm Express, 5 June 2025





The rising global demand for internet services and AI applications has resulted in the consumption and processing of an ever-increasing amount of data, which is stored and processed in massive data centre facilities filled with servers and hard drives. Specifically, AI applications, like ChatGPT, consume massive energy resources to meet the increasingly complex demands of users.

“Alberta’s Data Centre Boom: Powering the Digital Frontier.” Fasken, 29 Apr. 2025

# ALBERTA'S DATA CENTRE BOOM: POWERING THE DIGITAL FRONTIER

"Alberta's Data Centre Boom: Powering the Digital Frontier." Fasken, 29 Apr. 2025

To ensure uninterrupted data access, data centres must operate continuously, thereby consuming significant energy to power servers, HVAC systems, backup generators and other critical infrastructure. The demand for data centres, and therefore the demand for energy, has rapidly grown.

Alberta has quickly become an attractive location for data centres, with at least sixteen projects currently in the Alberta Electric System Operator's (the "AESO") project list, totalling 8,659 MW of load. This figure does not account for the additional "behind the fence" projects which do not intend to connect to the power grid, and which are also on the rise in Alberta.

## Why Alberta?

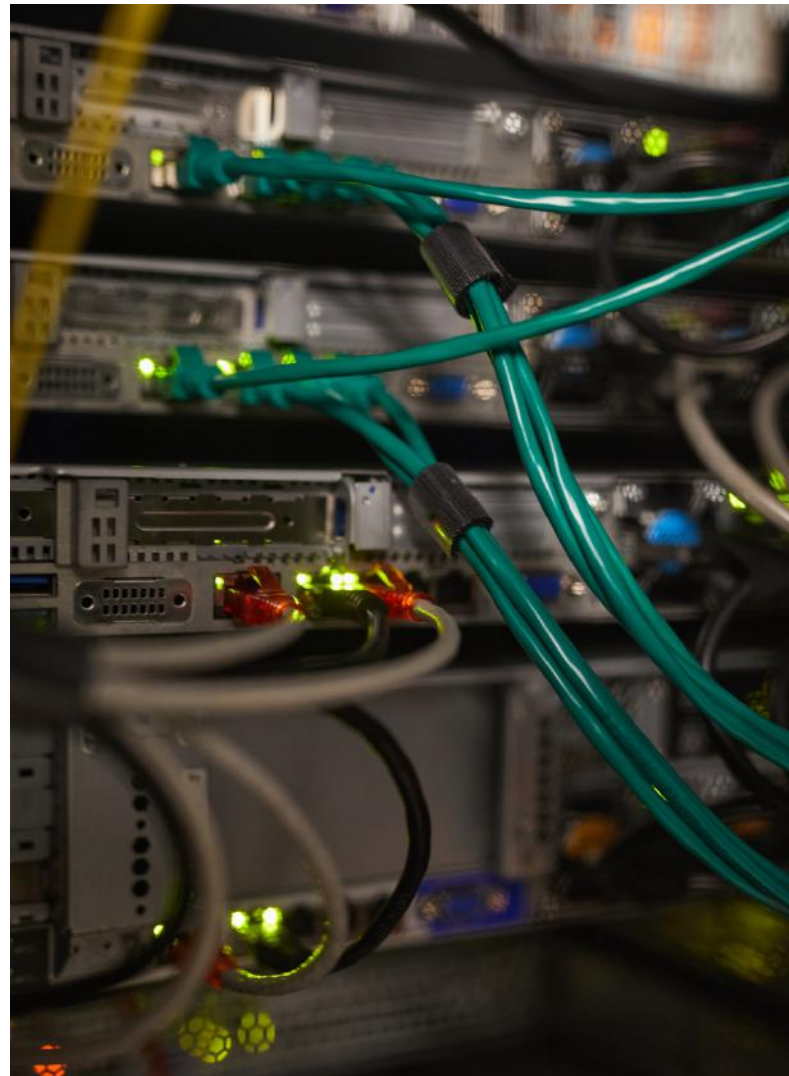
Alberta is uniquely situated for the development of new data centres for many reasons, some of which include:

- **Reliable Power Supply:** Most data centres require 24/7 power supply. Alberta's abundant supply of natural gas and its capacity to produce renewable energy provides a scalable and reliable power supply for energy-intensive data centres.
- **Deregulated Electricity Market:** Alberta boasts a deregulated, open and competitive electricity market. This competitive power market allows developers to negotiate power purchase agreements with independent producers of their choosing, rather than relying solely on government-owned utilities and having to connect to the grid. This flexibility allows developers to "bring their own power", an approach actively promoted by the Alberta government.
- **Favourable Climate:** Cooling systems are essential to enhance the performance and efficiency of data centres. While significant energy resources are required to support such cooling systems, Alberta's colder climate and natural resources play a part in reducing cooling costs. For example, Alberta's robust water supply can be harnessed by data centre operators and used to power water cooling technologies, thereby lowering operating costs and reducing the environmental footprint.
- **Cost of Land:** The cost of acquiring land in Alberta is lower compared to many other competitor jurisdictions, not to mention the large tracts of rural land available.
- **Competitive Tax Rates:** Alberta is home to some of the lowest corporate tax rates in Canada, making Alberta an attractive and strategic destination for data centre investment.

## Four Key Considerations for Data Centre Development in Alberta

As the demand for data centres continues to increase and as Alberta solidifies its position as a data centre hot-spot, developers, operators and investors alike should consider the following factors:

1. Power Availability;
2. Foreign Ownership Rules;
3. Land Use and Zoning; and
4. Indigenous Consultation and Engagement.





## 01: POWER AVAILABILITY

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The AESO manages and operates Alberta's power grid. If a data centre wants to use electricity from the grid, it must apply to the AESO for system access. Due to existing infrastructure limitations and long connection timelines, this process can take up to 18-24 months. For this reason, many developers are considering "behind-the-fence" solutions.

If a data centre wants to generate its own electricity, meaning that all power would come from within the facility's boundaries without the need to connect to the main power grid, then it may proceed through the "behind the fence" process. Notably, even if the energy generation is "behind the fence," the data centre will still be subject to the AESO's data submission requirements for the purposes of ensuring proper system monitoring.

Premier Danielle Smith has emphasized the need for data centres to "bring your own electricity, bring your own generation." Consequently, developers are looking to partner with power producers in order to bring their own power (likely, by way of on-site natural gas plants), and in some cases supplemented by renewable power, ensuring Alberta's electricity system remains reliable and affordable.

If a developer plans to supply its own power on site, the development of the power plant will be regulated by the Alberta Utilities Commission ("AUC"). Most power plant developers are required to submit an application for new power plants to the AUC, with some exemptions for power plants with a capacity of less than 5 MW. Applicants are required to engage with Indigenous groups, landowners, local communities and other stakeholders prior to submitting an application. The AUC may hold a public hearing prior to approving a new power plant application if there are outstanding concerns raised by parties that may be directly and adversely affected by the proposed power plant. Additionally, developers of power plants with a capacity over 1 MW are required to obtain an approval from Alberta Environment and Protected Areas ("AEPA"), issued under the Environmental Protection and Enhancement Act (an "EPEA Approval"). An EPEA Approval is required to construct, operate, or reclaim a power plant over 1 MW. AEPA also regulates end-of-life reclamation obligations when the power plant is decommissioned.

## 02: FOREIGN OWNERSHIP RULES

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Land selection and acquisition is crucial to data centre development. While large parcels of rural land are generally available to accommodate the largest data centres, there are restrictions in Alberta that govern who can acquire certain types of non-urban land and for what purpose.

There are at least two important pieces of legislation to consider: the Agricultural and Recreational Land Ownership Act and the related Foreign Ownership of Land Regulations (the “Regulations”).

This legislation was designed to monitor the acquisition of controlled land by non-Canadian citizens and foreign controlled corporations, and creates restrictions on such acquisitions along with certain exemptions.

### Key definitions:

- Controlled land means land in Alberta but does not include (i) land of the Crown in right of Alberta, (ii) land within the boundaries of a city, town, new town, village or summer village and (iii) mines and minerals.
- Foreign controlled corporation means (i) a corporation that is incorporated elsewhere than in Canada, (ii) a corporation where the percentage of foreign ownership is 50% or greater, or (iii) a corporation where less than 2/3 of directors are Canadian citizens or permanent residents.
- Ineligible person means (i) an individual who is not a Canadian citizen or a permanent resident, (ii) the government of a country other than Canada or a political subdivision of a country other than Canada, or any agency of such government or political subdivision, or (iii) a corporation incorporated elsewhere than in Canada.

While the Regulations can be complex in their application to specific circumstances, generally speaking, a foreign controlled corporation may not acquire, directly or indirectly, an interest in controlled land that is greater than 20 acres in area. This general prohibition is subject to certain enumerated exemptions within the Regulations, some of which may be applicable to data centres.

For instance:

- The Regulations do not prohibit the acquisition of an interest in controlled land for the construction and operation of power plants. This may be relevant if a data centre proponent intends to bring its own power by way of a natural gas power plant.
- The Regulations do not prohibit an acquisition of an interest in controlled land for the purposes of establishing an industrial facility that does not exceed 80 acres per facility.
- An ineligible person or foreign-controlled corporation may enter into an option to purchase controlled land for up to one year pending its becoming eligible under the Regulations.

If no recognized exemption applies, the Regulations also allow for the Lieutenant Governor in Council to exclude any transaction or purchase of controlled land from the operation of the Regulations by an Order in Council (“OC”). An OC may be granted where the development is deemed to be an economic benefit to Alberta. To this end, there has been strong support by the Alberta government for data centre development and they have indicated a desire to reduce the red tape in advancing these projects.



## 03: LAND USE AND ZONING

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Prior to developing a data centre in Alberta, developers typically require confirmation that municipal zoning bylaws and land use regulations support data centre development in the chosen location.

As the operation of data centres involves significant power consumption, industrial infrastructure, and potential noise due to the cooling procedures, not all sites will be zoned to allow for such uses. Additionally, large-scale developments may require additional environmental consultations, particularly in ecologically-sensitive areas.

For lands that are not already zoned for such uses, these factors may require special zoning approvals, which means that developers must engage with municipal authorities from the outset to ascertain approval timelines. Where re-zoning is required, there may be potentially lengthy consultation and approval processes which can take 6-12 months or longer.





## 04: INDIGENOUS CONSULTATION AND ENGAGEMENT

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Alberta is home to many Indigenous Nations and Peoples. A crucial part of any data centre project will be the appropriate engagement with affected Indigenous communities.

Indigenous consultations may be triggered when the government of Alberta or Canada is tasked with making a decision regarding land and natural resource management that may have an adverse impact on the exercise of Indigenous rights. For example, the approval of a power plant application by the AUC often will trigger the duty to consult. We recommend that developers seek legal advice early on to determine the required scope of consultation and to develop an engagement strategy.

Meaningful engagement with Indigenous communities fosters collaboration, trust and potential partnership opportunities, strengthening the long-term success of a project.



Alberta's energy resources, regulatory framework and business-friendly environment make it a strategic and attractive location for data centre development. However, successfully navigating power requirements, land ownership rules, zoning laws and Indigenous engagement is crucial for project success.

Fasken's Real Estate, Corporate / Commercial, Regulatory, Energy, Tax and Indigenous Legal Matters Groups are well-equipped to assist with data centre projects in Alberta and elsewhere.





# BILD EDMONTON METRO PUSHING FOR MORE ACTION TO USE ANNEXED LAND FOR GROWING POPULATION

*Group wants more proactive planning for land annexed south of city in 2019.*

“BILD Edmonton Metro Pushing for More Action to Use Annexed Land for Growing Population.”  
CBC News, Canadian Broadcasting Corporation, 17 July 2024

A group that represents real estate developers in Edmonton says expanding housing into outer neighbourhoods is needed to keep pace with population growth.

BILD Edmonton Metro presented findings tied to what they say are economical advantages to building outward in a report that was released on Tuesday.

“We know that over \$3.2 billion will be invested by the private sector in the development of these neighbourhoods, and \$2.4 billion of that is in road infrastructure alone,” Lindsey Butterfield with BILD Edmonton told media during a news conference in Currents of Windermere.

“Once fully developed, the area is expected to contribute approximately \$309 million annually in property tax revenue to the City of Edmonton.”

But to get there, the group says they want more proactive planning for land annexed south east and south west of city in 2019 to accommodate up to one million more city residents in alignment with the city plan.

The mayors of Edmonton and Leduc County signed an annexation deal in 2017 that added nearly 9,000 hectares of land to the city’s southern limits south of 41st Avenue.

“Too often, growth is framed as a cost burden, but this report shows that when investment is planned well, growth can be a net benefit,” Butterfield said.

“The early capital investment is largely borne by developers, not taxpayers and the long-term revenues can help fund the services that all Edmontonians need and enjoy. This is especially important as Edmonton prepares for the future.”

Jason Cunha, director of future growth at the City of Edmonton, told CBC on Wednesday that the city plan is a resource that guides how the city grows.

“It’s really about both being an important part of the city’s growth, rather than one taking precedence over,” Cunha said on balancing growing outward with infill.

Annexed land is taken into account in the city city plan as future growth area.



### **Are Canadian suburbs 'bland and lifeless?'**

University of Alberta urban planning professor Sandeep Agarwal would argue suburbs are full of life. He has researched the demographics that are increasingly starting to make up new neighbourhoods in Edmonton.

"Suburbs are often portrayed as homogenous or lacking in vitality. In reality, they have become a new heart of immigrant life, offering affordability, familiarity and opportunity," said Agarwal who contributed to BILD's report.

"We need to rethink outdated assumptions about who lives in the suburbs and why do they live there. The data is fairly clear — Over 40 per cent of newcomers are now settling outside of the traditional gateway cities of Toronto, Vancouver and Montreal."

Agrawal, whose research has focused on the settlement experience of newcomers to Canada, said suburbs have become a new hub of immigrant life, offering affordability, familiarity and opportunity.

"We see this vividly reflected in areas like Heritage Valley and Windermere, where we find growing concentrations of South Asians, Chinese, Filipino and Black communities," Agrawal said.

Between 2006 and 2021, home prices in Heritage Valley and Windermere increased by about 40 per cent, Agrawal found, while incomes rose only by 25 per cent in 2024 with the average sale price in the area standing at just over half a million dollars.

"This underscores the pressure on affordability, especially for the first-time buyers, still many immigrants are planting deep roots in Edmonton South, not just buying homes, but building lives," Agrawal said.

"There's a stereotype that Canadian suburbs are bland and lifeless, but in Edmonton and increasingly across Canada, they are vibrant, dynamic and deeply human spaces."

"They're really identified as a key piece of the city's growth at the 1.5 million population horizon. And so what that means is ... everyone's aware the city's been growing faster than expected over the last few years, but we're still quite a way out from that population horizon," Cunha said, noting that rather than having set timelines, everything is based on population horizons, which is the future trajectory of how a population is expected to grow.

"When we talk about whether a neighborhood pays for itself or doesn't pay for itself, the neighborhood infrastructure and the neighborhood specific services are a part of the picture," Cunha said.

"But there's ... those broader city costs that are really hard to quantify at a neighbourhood level, which is why as a city we budget for the entire city operation."







# SHARE THE HARVEST

**Share the Harvest is a group of Fort Saskatchewan area farmers planting our 24<sup>th</sup> crop this year to support the Canadian Foodgrains Bank efforts to end global hunger in developing countries around the world.**

To reach this goal the CFGB works to provide emergency food in times of crisis, and to help the poor become self sufficient through farmer training, help with irrigation projects, micro finance projects, and so on.

We grow about 420 acres between our "Growing Project" and our "Grow Hope" fields. Business and individuals donate land and crop inputs like seed and fertilizer and our farmers donate expertise, time and equipment. When the crops are ripe in the fall the combines roll in and harvest our "Growing Project" on land generously donated to us by Suncor just east of Gibbons, Alberta. We have had incredible support from our industry partners that have stepped up year after year to help out with donations of crop inputs and land. It has been a truly collaborative effort and a testament to the generosity of Albertans.

Our "Grow Hope" initiative has really increased our fundraising efforts as anyone can sponsor an acre (or donate any amount) and get involved with these life changing efforts. We work with MCC Alberta (part of CFGB) on these fields.

These funds raised are eligible to receive up to 4:1 grants from the government of Canada, allowing us to boost the value of donations. We welcome financial support as the cost of growing crops is substantial and keeping our expenses low allows us to make a bigger impact in the fight against hunger.

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[www.mcc.org/grow-hope-alberta](http://www.mcc.org/grow-hope-alberta)

**MORE INFO:**

[www.sharetheharvest.ca](http://www.sharetheharvest.ca)

[www.foodgrainsbank.ca](http://www.foodgrainsbank.ca)

 [sharetheharvestCFGB](https://www.facebook.com/sharetheharvestCFGB)

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# EDMONTON & CENTRAL ALBERTA REAL ESTATE MARKET UPDATE

Article Written By Frost Valuations



The Edmonton market has remained relatively resilient into early 2026, even as activity has started to normalize from the intense pace seen in 2024 and 2025. In March 2026, the REALTORS® Association of Edmonton reported a composite benchmark price of \$458,064, up 12% year over year, while average residential prices in the Greater Edmonton Area reached \$439,661. Inventory conditions have loosened somewhat, with 2.97 months of supply, giving buyers more breathing room while still reflecting relatively balanced conditions.

Where the story becomes particularly compelling is in the agricultural land market, which continues to underpin much of the region's long-term economic strength.

Two generations ago, the Prairies were characterized by modest-sized family farms operating on relatively small landholdings. Today, that landscape has changed dramatically. Advances in farm equipment, agronomic practices, and technology have driven a significant consolidation of farmland into larger, more sophisticated operations.

Most successful farm operations remain family-owned, but many have evolved into large, multigenerational businesses managing thousands of acres. Alongside these operations, a significant and growing presence in Alberta agriculture is the Hutterian Brethren, a German-based Anabaptist religious community that farms collectively in colonies. Each colony typically supports several families, and as populations expand, new colonies are established, often requiring 10,000 acres or more of contiguous land. These expansions are frequently financed internally by established colonies, reflecting both strong balance sheets and a long-term commitment to agriculture.

A unifying theme across both large family farms and Hutterite colonies is the need to assemble a "tight" land base near the home operation. Proximity allows for more efficient use of large-scale equipment and precision agriculture technologies. Conversely, farming smaller, scattered parcels over long distances introduces significant inefficiencies in both time and cost. As a result, when farmland becomes available in areas with active neighbouring operations, competition can be intense.

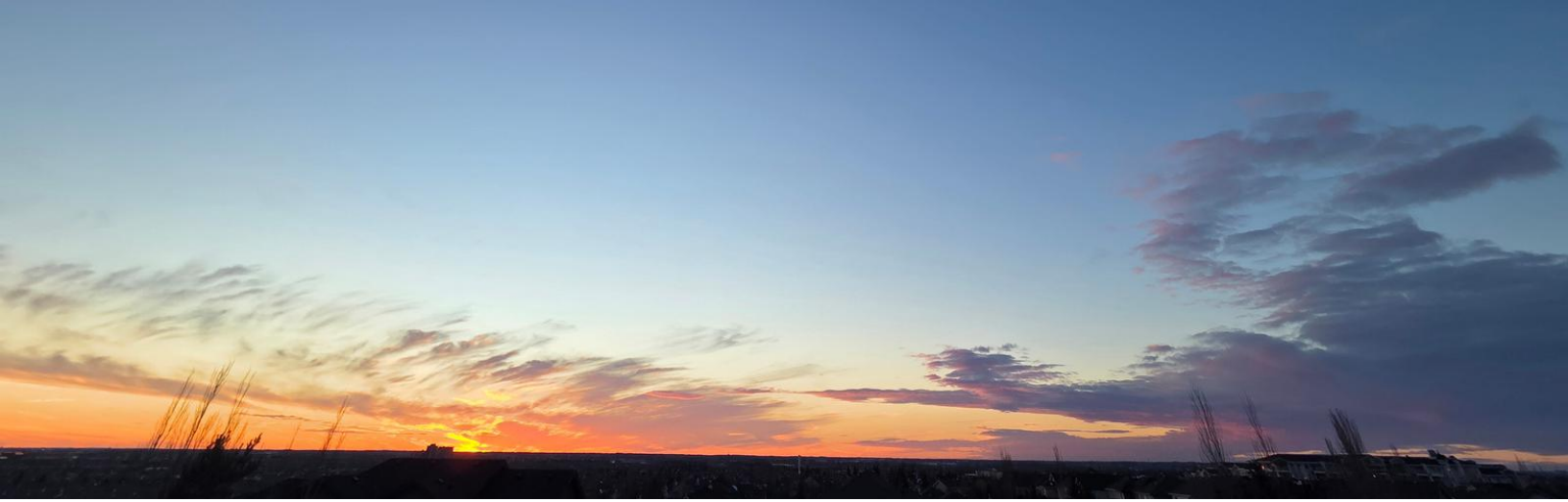
This dynamic has been a major contributor to the long-term rise in farmland values. In Central Alberta, farmland values lingered in the \$500 to \$800 per acre range through the challenging agricultural conditions of the 1980s and 1990s. With the turn of the millennium, stronger grain and oilseed prices began to support higher land values. After roughly 25 years of sustained growth, farmland in Central Alberta now commonly trades in the \$5,000 to \$8,000 per acre range.

Even at these levels, Prairie farmland remains relatively affordable in a broader North American context. In Ontario, high-quality farmland can exceed \$20,000 per acre, driven in part by limited supply and competing land uses. In Iowa, at the heart of U.S. corn production, top-tier farmland can similarly exceed \$20,000 USD per acre.

The latest 2025 FCC Farmland Values Report reinforces this upward trend. Canadian cultivated farmland values increased 9.3% in 2025, consistent with recent years and close to the five-year average. Alberta outperformed the national average, with values rising 11.4%, highlighting the continued strength of the province's agricultural sector and demand for productive land.

Historically, most farmland transactions have occurred privately, often between neighbouring farmers. More recently, however, there has been a noticeable shift toward online auction platforms, increasing transparency and, in many cases, competitive bidding intensity. In regions with strong soils, established Hutterite colonies, and well-capitalized multigenerational farms, demand remains particularly aggressive when quality land comes to market.

Taken together, these trends help explain the broader real estate picture across Edmonton and Central Alberta. While residential markets are transitioning toward more balanced conditions after a period of rapid growth, farmland continues to reflect long-term confidence in the region's economic fundamentals. Strong agricultural land values support equity positions, reinforce rural investment, and contribute to the overall stability of the broader real estate landscape.



# “ARTIFICIAL INTELLIGENCE” ARTICLE

*Written In March 2026 by Grok Artificial Intelligence*



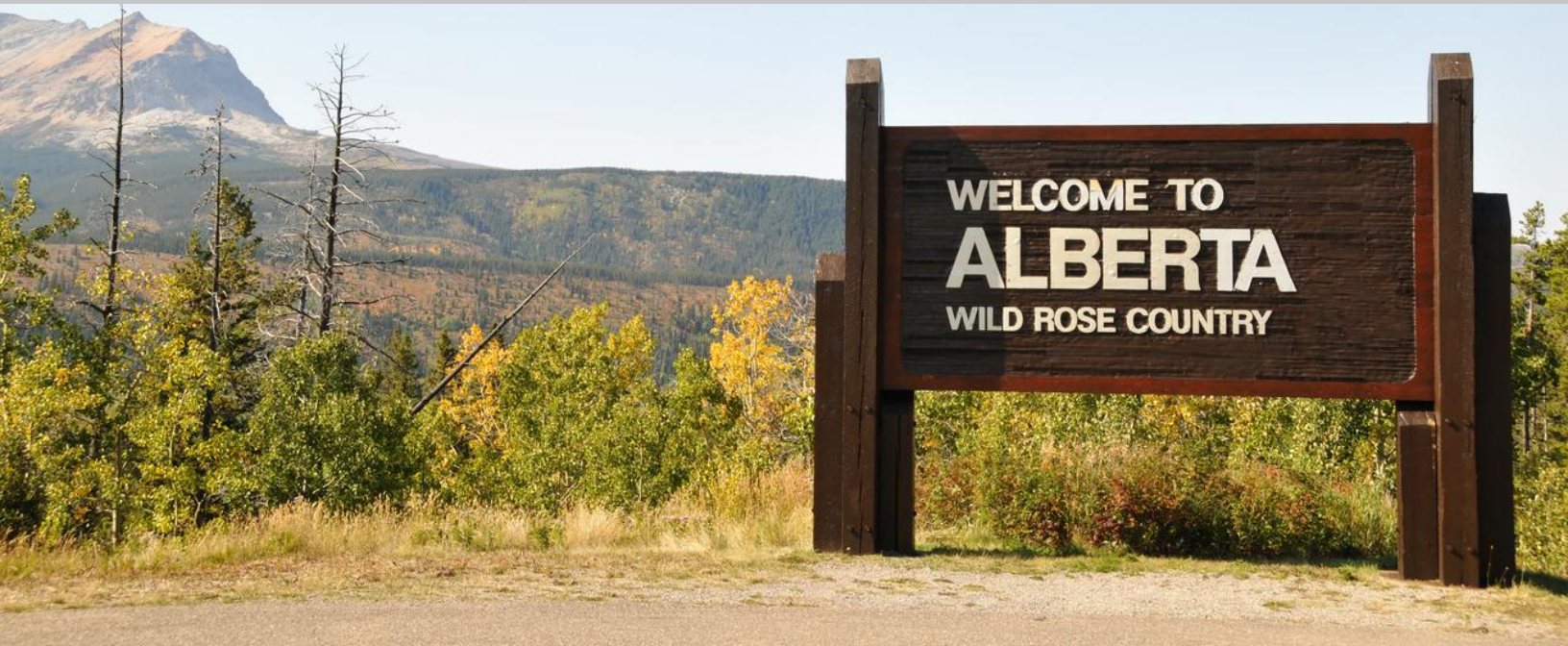
While so-called 'Artificial Intelligence' or 'A.I.' systems are often considered unreliable, we recently consulted Elon Musk's flagship chatbot "Grok" for its purported insights on the Alberta land market.

In 2023, Artificial Intelligence chatbots took the world by storm, rapidly transforming the writing industry. From crafting television scripts to student essays and music lyrics, their ability to respond almost instantly while providing somewhat useful insights when prompted is truly remarkable. These groundbreaking A.I. programs have generally been trained on human text from a variety of sources, such as Wikipedia, books, news articles, and scientific journals.

The following was our prompt to Grok, and it's response...

Grok! Please write a professional and meaningful magazine article about the current Alberta development land market in Edmonton and Calgary. Include some qualitative projections too. The audience is local land developers, land investors, and farmers. The land developers and investors may be local, national, or international.

## NAVIGATING THE ALBERTA DEVELOPMENT LAND MARKET: INSIGHTS FROM EDMONTON AND CALGARY



In the heart of Canada's energy powerhouse, Alberta's development land market continues to evolve amid a backdrop of economic resilience, population influx, and shifting global influences. As we enter 2026, Edmonton and Calgary—the province's twin urban engines—present a landscape of opportunity tempered by caution. For local land developers, investors, and farmers eyeing transitions into urban expansion, understanding the nuances of supply, demand, and pricing is crucial. Alberta's real GDP is projected to grow at around 2.1% this year, outpacing the national average, fueled by a diversified economy beyond oil and gas, including tech, logistics, and agriculture-related industries. This growth supports steady demand for development land, particularly in residential and industrial sectors, though moderating population increases and trade uncertainties introduce some headwinds.

High housing starts in 2025—reaching a record 54,900 across the province, with Calgary accounting for over 27,000 and Edmonton more than 21,000—signal robust activity in residential land development. However, a slowdown is anticipated in 2026 as markets absorb this influx, potentially easing pressure on land prices while creating openings for strategic acquisitions. Farmers on the urban fringes may find this an opportune time to monetize holdings, as rezoning initiatives in both cities encourage denser, mixed-use developments.



## EDMONTON'S MARKET: AFFORDABILITY AND BALANCE DRIVE STEADY APPEAL

Edmonton's development land market enters 2026 in a balanced state, characterized by affordability and sustained demand from population growth. The city's real GDP is expected to rise to 2.5%, just behind Calgary, bolstered by interprovincial migration and a lower cost of living compared to other major Canadian centers. Residential land remains a focal point, with average home prices climbing to approximately \$455,000 by late 2025, up 4.5% year-over-year, and projected to increase modestly by 1-4% in 2026. This stability stems from increased inventory and a shift toward balanced conditions, where neither buyers nor sellers dominate.

Key trends include zoning changes allowing greater density in select areas, which could unlock value for raw or underutilized land parcels. Development costs here are notably low—around 4% of total project expenses, compared to 36% in Ontario—making Edmonton attractive for national and international investors seeking efficient entry points. Neighborhoods like Keswick and Chappelle in the southwest offer strong potential for new residential builds, with median prices holding firm amid demand from first-time buyers and young families. Central areas such as Downtown and Garneau are seeing redevelopment interest, driven by rental demand and revitalization efforts.



On the industrial and commercial front, Edmonton's market shows resilience with a vacancy rate dropping to 5.7% in Q3 2025, and net absorption of 341,578 square feet in Q4. Demand for small- and mid-bay spaces from logistics and manufacturing firms is strong, though U.S. tariff concerns led to temporary negative absorption earlier in 2025. Land parcels in areas like Acheson and the Northwest Corridor are in demand, with new developments like the Pinnacle project pre-leasing for summer 2025 delivery. Prices for serviced industrial land hover around competitive levels, with total investment volume in the sector reaching \$1.2 billion in 2025, reflecting investor confidence despite a slight dip.



Qualitatively, Edmonton's outlook favors cautious optimism. Population growth, though decelerating from peak levels, will continue to support residential land needs, potentially favoring infill and suburban expansion. Risks include trade policy volatility, which could dampen industrial demand, but the city's affordability edge positions it well for outperformance relative to Calgary in percentage growth terms. Developers and investors should prioritize sites with easy access to major routes like the Anthony Henday Drive, while farmers might explore partnerships for phased urban integration.



## CALGARY'S MARKET: STABILITY AMID SOFTENING PRESSURES

Calgary's development land market mirrors Edmonton's in many ways but with a slightly softer tone, entering 2026 with stabilized prices and demand. The city's GDP growth is forecasted at 2.6%, leading major Canadian markets, thanks to its cyclical economy rebounding from soft oil prices. Average home prices stand at about \$701,000, expected to rise modestly by 1.5% this year, with detached homes leading at a 3% increase. However, overall residential sales and prices may dip up to 2%, reflecting elevated supply from 2025's record starts and declining immigration.

Supportive policies, including blanket rezoning for inner-city infills and office-to-residential conversions, are boosting land values in premium areas like West District, Currie, and University District. Multifamily segments face challenges, with vacancy rates rising to the low-4% range nationally and downward pressure on rents due to a construction wave. Detached and semi-detached lands remain stable, appealing to developers targeting mid-range buyers.

Industrial activity picked up in Q3 2025 with 846,068 square feet of positive absorption, though vacancy has edged up to 4.1%. Demand shifts toward mid- and small-bay assets, away from large speculative builds, amid high construction costs and economic uncertainty. Industrial land sales totaled \$127 million year-to-date in 2025, down significantly from \$450 million in 2022, indicating a more selective market. Calgary boasts about 7,000 hectares of industrial land, with 58% developed and occupied, leaving room for growth in logistics and energy-support sectors.

Projections suggest a thoughtful shift: flat to modest growth (0-3%) in benchmark prices, with opportunities in premium infills and affordable multifamily sites. Declining interest rates could improve affordability, spurring activity, but employment uncertainties and slower population gains pose risks. International investors may find value in Calgary's top-ranked market status, while local farmers could benefit from urban fringe expansions.



# COMPARATIVE ANALYSIS AND FORWARD PROJECTIONS

Comparing the two cities, Edmonton edges out in affordability and cash-flow potential for investors, with stronger price-to-rent ratios and lower development barriers. Calgary, however, leads in GDP growth and premium redevelopment opportunities, though its market feels more renter-friendly with rising vacancies. Both benefit from Alberta's migration-driven demand, but Edmonton's balanced conditions may offer more predictable returns.

Looking ahead, qualitative projections point to moderated expansion. Residential land demand will persist due to housing needs, but with starts cooling from 2025 highs, land prices could stabilize or soften slightly, creating buying windows. Industrial sectors in both cities will favor efficient, mid-sized developments, with potential upside from energy production increases and lower rates. Headwinds include U.S. tariffs, which could impact absorption, and global commodity fluctuations affecting Alberta's economy.

For developers and investors, diversification across residential, industrial, and mixed-use is advisable. Farmers transitioning land should monitor rezoning policies for optimal timing. Overall, Alberta's market in 2026 promises resilience— a fertile ground for those who navigate it with informed strategy.



"BBC News image." BBC, n.d., [BBC image](#)

Grok's Disclaimer: The information in this article is for general informational purposes only and is based on data and forecasts available as of February 2026. Real estate and land development markets are subject to rapid change due to economic conditions, government policy, interest rates, migration trends, commodity prices, trade developments, and other unpredictable factors. All projections are qualitative and forward-looking in nature; they are not guarantees of future performance. Readers should not rely on this article as a substitute for independent professional advice. Land developers, investors, and landowners are strongly encouraged to consult qualified real estate professionals, appraisers, legal counsel, financial advisors, and relevant municipal planning authorities before making any decisions. Past trends do not predict future results. Sources This article draws on publicly available reports and data from: REALTORS® Association of Edmonton, Calgary Real Estate Board (CREB), Alberta Treasury Branches (ATB) Financial Economic Outlook, Canada Mortgage and Housing Corporation (CMHC), Conference Board of Canada, Various commercial real estate advisories (Cushman & Wakefield, Avison Young, Colliers).

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# WHO ARE WE?

REMAX Excellence is a market-leading real estate brokerage serving Edmonton and surrounding communities. Built on a foundation of integrity, collaboration, and high-performance culture, Excellence provides residential and commercial professionals with the tools, training, and support required to build thriving, scalable real estate businesses.

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REMAX Excellence has been recognized as the #1 REMAX Commercial Team Worldwide, based on commission volume, in 2025. The accomplishment reflects collectively our team's success delivering for you, our clients.





# ABOUT CHRISTIAN JONES

*Editor-In-Chief of the Alberta Land Report*

Christian, Vice President at REMAX Excellence, boasts nearly a decade and a half of experience as a highly skilled commercial real estate associate, assisting corporations, developers, investors, and owners.

Before joining REMAX Excellence, Christian led provincial land departments for the world's top real estate brokerages including: DTZ Canada Inc., Cushman & Wakefield Canada, and Colliers International. He also oversaw the real estate management of Canada's fourth largest company, Canadian National Railway (CN Rail). This multi-billion dollar real estate portfolio included over 100,000 acres and millions of square feet of office and industrial space –that's roughly the surface area of Calgary, Alberta!

Christian's experience with the intricacies of CN Rail's real estate keenly positions him to launch industry processes into the 21st Century. With him, he brings modern organization strategies, a list of quality connections, and the experience of training others in assertive negotiation and work tactics.

To achieve this milestone he studied real estate by developing industry leading land-mapping software. Through data driven decisions Christians clients were informed on the latest market trends, comparables, and listings. He showed them hidden property potential by evaluating zoning, density, development options, and market forecasts so they made strategic transactions.

Prior to real estate, Christian obtained his diploma in Architectural Technology as well as acquired years physical construction and engineering experience.

Christian remains dedicated to his career. He continues building momentum with many years of energy remaining and prays that this is just the start.

In 2024, Christian was recognized globally as part of the #1 REMAX Commercial Team WORLDWIDE, and honoured as the #1 REMAX Excellence Commercial Real Estate Agent—a testament to his unmatched dedication, results, and leadership in the field.

**Christian has worked with diverse companies including:**



**If you have any questions regarding this report, or land, reach out!**

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Interested in being a part of a land syndicate? Contact Christian Jones by email or phone, and he will get back to you with details on the next steps.

*"Build houses and dwell in them;  
plant gardens and eat their fruit."*

**-Jeremiah 29:5 (NKJV)**



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