



## the e-Arch

### Calgary Real Estate Market Spencer Tonkinson

#### In This Issue

- 1 Speaker January 20th  
Spencer Tonkinson  
'Calgary Real Estate Market'
- 2 Meeting Minutes January 20th
- 3 Meeting Minutes January 20th cont'd  
Casino Volunteers  
District 5360 Conference
- 4 A Blanket Exercise  
Robbie Burns Dinner at the Legion  
2026/27 Presidential Theme
- 5 What's Up !!  
Calgary Real Estate Market cont'd



Our Guest Speaker, Spencer Tonkinson, was introduced by Stephen Pick. Spencer has been a friend of Chinook Rotary for many years, and we are delighted that he will be speaking to us today about the real estate market in Calgary and Alberta.

Spencer is the co-founder of the Western Elite Real Estate Group with

Re/Max where he personally completed 68 transactions last year. His team closed 148 Calgary area transactions in 2025, making them one of the city's most productive real estate groups. He is also a Re/Max torchbearer, an honour awarded to the top five agents under 40 in each province, recognizing exceptional production, leadership, and industry impact.



Spencer is a member of the Rotary Club Of Calgary at Stampede Park, and is a Paul Harris Fellow +8, reflecting his long-standing commitment to service, philanthropy and community leadership. As both an entrepreneur and a property investor himself, Spencer brings a rare "boots on the ground" perspective on real estate performance, affordability, and long-term wealth building in Alberta. Outside of work, he is a proud father and a committed community builder. For our new members, Spencer's mom and dad are two of our most active members, Bev and Anthony.

Spencer is with us to share a real time market update and provide his insights on what's really happening in the Calgary real estate market today.

He began his comments by noting that he would like to provide perspective as he believes the Calgary real estate market has been misunderstood for a very long time. He proceeded to explain the different situation which was in place when most of the Rotarians in the room purchased their first house compared to what's happening now. When many of us bought our first home, the average Calgary home price was under \$100,000 and at the same time, the average household income was roughly \$50,000. Under these conditions, people were not borrowing extreme amounts relative to their income. Most households were buying homes that were about two times household income.



If we fast forward to today, using actual Calgary data as of December 2025, the average detached home price in Calgary was \$775,000 and the average

*cont'd on page 5 ...*



#### 2025-2026 Officers and Directors

Wayne Wiebe, President  
Keith Wellon, President Elect  
Rob Wolfson, Past President  
Dale Perret, Secretary  
Vlad Sasarman, Treasurer

Bev Tonkinson, International Service  
Dean White, Youth Service  
Ted Wada, Community Service  
Neil Beatty, Club Service  
Brennen Pell, Club Operations  
Peter Bickham, Club Financial  
Sharon Fraiman, Membership  
John Charrett, Rotary Foundation

RI President Francesco Arezzo  
Rotary Club of Ragusa, Italy

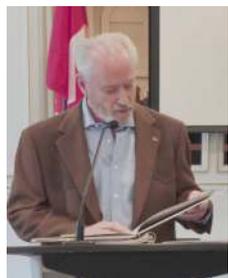
District 5360 Governor Manon Mitchell  
Rotary Club of Calgary Downtown

P.O. Box # 78084  
Calgary RPO Heritage  
Calgary, Alberta T2H 2Y1  
info@chinookrotary.org  
www.ChinookRotary.org



President Wayne called our meeting to order at 12:15, welcoming all in attendance and leading us in singing O Canada.

Wayne thanked Paul for being our scribe today. He also thanked Bob and Pam for being our greeters and for making everyone feel welcome. In addition we also wish to thank both Neil and Hank for operating our payment system.



### Indigenous Fact

by Keith Wellon

The Métis are a distinct Indigenous Nation with their own history, culture, languages and territories with deep historical roots in the three prairie provinces, and parts of northwest Ontario, northeast British Columbia, the Northwest Territories,

northern Montana and North Dakota. The Métis Nation is made up of the descendants of Indigenous women (mainly Cree and Ojibwa) and Euro-settler men (mainly French Canadian, Scots and Arcadian). Distinct Métis settlements emerged from the 1750s in the Great Lakes region, and in the 1780s in what is now Western Canada as an outgrowth of the fur trade.



President Wayne made several **announcements** as follows:

- Wayne highlighted the 'Object of Rotary' as outlined last week by Michael Spears ...  
*"To encourage and foster the ideal of service as a basis of worthy enterprise and in particular to encourage and foster:*
  1. *The development of acquaintance as an opportunity for service.*
  2. *High ethical standards in business and professions, the recognition of the worthiness of all useful occupations and the dignifying of each Rotarian's occupation as an opportunity to serve society.*
  3. *The application of the ideal of service in each Rotarian's personal, business and community life.*
  4. *The advancement of international understanding, goodwill and peace through a world fellowship of business and professional persons this is the united in the ideal of service."*

### Club Business

We had 28 attendees at our meeting today which included 5 guests: three visiting Rotarians (Dale Saurueu from Millennium, Spencer Tonkinson, our guest speaker, from the Stampede Club and Graham Gaudor from Nanaimo), and Copelan Manzer and Shael Gelfand, both guests of Sharon. Our guests were introduced by Bob Montgomery and welcomed with our Welcome to Rotary song.



- Wayne also reminded us about our upcoming District Conference from May 1st to May 3rd in Red Deer. The registration cost is currently \$399 per person with the 15% early bird discount expiring on February 15th.

- Wayne advised that he has been requested by Jeffrey Foss, District Membership Chair (Rotary Club of Okotoks) to remind our members about their "New Member Orientation" on-line event being held via a zoom link on January 21st at 7:30 pm. In their

own words “come, connect, learn and be inspired”. Contact Wayne for the link.

- Wayne noted that he has been asked by Marlene Doherty from the Rotary Club of Heritage Park to remind our members about their Annual Veggie/Plant Fundraiser through which we can purchase a variety of flowers and/or veggies which will be delivered in early May. The deadline to purchase is January 31st.
- Wayne reported that Paul Hussey has decided to step aside from his important role in arranging for greeters and the set up of our head table and flags during regular meetings. Paul has been responsible for this role for many years and could always be counted on to get the job done for every meeting. He has made this decision due to poor health at this time. Wayne expressed our gratitude to Paul for his dependable and long time service in this regard. We will now require a new volunteer to take over Paul’s responsibilities, and we ask that interested members contact Wayne directly. Paul has volunteered to work closely with his replacement to assist in the transition.

### Member Minutes



Ted Wada advised that we have arranged a volunteer opportunity at the **Mustard Seed for Thursday, February 12th**, from 5:30 to 8pm. We will be serving dinner to approximately 700 people. We need 6 volunteers and encourage “first time” volunteers to join in. Contact Ted to join the group.

### Sunshine Report

George reported that Garth Plunkett will be having a consultation with his doctor on January 22nd to arrange his next treatment schedule.

He also reported that Jim Thompson remains unable to walk due to ankle issues and awaits further surgery.

Garth then reported that Pat Hutchinson is recovering from recent skin cancer surgery.

We wish Garth, Jim and Pat the best for a speedy recovery and we look forward to seeing them soon at our meetings.

### Inclusion Alberta Update

We received an update from our Rotary Employment Partnership Coordinator, Copelan Manzer, regarding the fact that January happens to be Vocational Services Month within Rotary, and that it would be a great time to encourage every Rotarian to get involved with Inclusion Alberta’s **Rotary Employment Partnership**. As Rotarians, we can make an impact by introducing the partnership to others. If someone you know is interested in learning more, simply connect them with



Copelan and she will take it from there. This partnership between Rotary and Inclusion Alberta works to reduce the 80% unemployment rate for people with intellectual disabilities.



### Chase the Ace

Our draw winner two weeks ago was Bill Stemp, who was not in attendance at that time. As a result, we started today’s draw by having Bill select a card from the deck. Fortunately for us, he did not pick the Ace of Spades.



Our draw winner today was Janet Popoff so she won \$66. Hank volunteered to select a card for her and again the Ace of Spades was missed. There will be 3 draws in February. Our Club earned \$68 on today’s draw. The pot is currently \$663 and growing.

### Guest Speaker

Our Guest Speaker, Spencer Tonkinson, was introduced by Stephen Pick.

### Dates to Remember

February 3rd Regular Meeting at the Carriage House. Our speaker (Cameron Heke) will be from “Habitat for Humanity”.

January 29th We will be holding an Evening Pub Get Together at “The Pointe” from 5 to 7pm.



Wayne asked everyone to stand and join in reciting Rotary’s 4 Way Test.

Rotary’s Theme this year is “Unite for Good”. Have a great Rotary week!  
Meeting adjourned at 1:30pm.

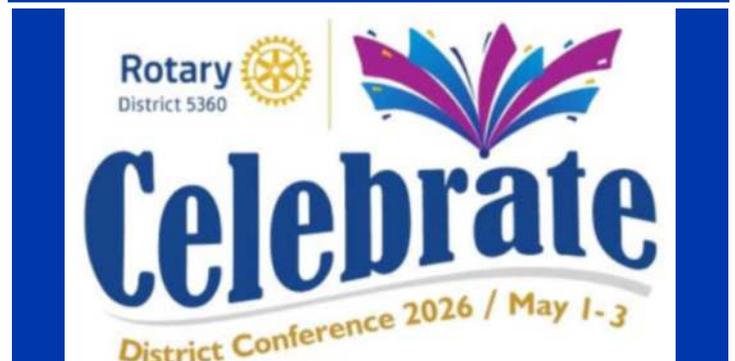
## Casino Volunteers

We are booked for our casino on **May 13th and 14th, 2026** at Elbow River Casino. Please block these times in your calendar so you can be available to volunteer.



This is Chinook Rotary’s major project to raise money for our charitable

commitments. Further details will be provided by Bruce Bohnet and Joe Hooper.



Here are some photos from the Blanket Exercise organized by Marlene Doherty and the Heritage Rotary Club on January 17th at Grace Church. Taken at the beginning and during the opening smudge, you can see PDG Dan Doherty and Marlene, Elder John Siinclair, and leader Lynn Fabrick. PDG Kirk also attended.

It was my first blanket exercise. I found it such a powerful and clear depiction of the history of Indigenous “relations” since contact. And the complexity of issues behind the multi generational traumatic impacts leading to today. But finishing with the hope for the beginnings of the long road to reconciliation.

An interesting aspect was having it at a church. The church minister spoke at the start, and he noted the role of his and other churches in the Residential School saga, and the importance to his church of having it take place there.

It finished with the speaking stick going around the circle. Many interesting personal stories came out, such as from the person whose grandfather had been a principal at a residential school.



## Robbie Burns Dinner @ The Legion

by Sharon Fraiman

I attended the Robbie Burns Dinner Celebration at the Royal Canadian Legion Branch #285. It was an amazing event with great people.

The Haggis was very interesting ... 😊 Dinner was fantastic, especially the Raspberry Trifle.

I was honoured to meet so many amazing people who served the country. The pipe band — #285 Centennial Calgary Pipe & Drums Band — was inspirational, the Burns Club songs were the funny part of the evening. The highlight of the evening was the Master of Ceremonies, Major Kent Griffiths. CMDA was truly honoured to attend this special event.



## 2026/27 Presidential Theme



**Create Lasting Impact** is the 2026-27 presidential message. Rotary International President-elect Olayinka H. Babalola called on members to “Create Lasting Impact” at Rotary’s International Assembly in Orlando, Florida on 12 January. He urged members to make their clubs more welcoming, carry out impactful projects, and allow their Rotary experiences to transform them personally. “If we can change ourselves, we can change our districts,” he said. “If we can change our districts, we can change the communities we serve. And if we can change our communities, we will change the world.”



## Peace Building and Conflict Prevention Month

February 3rd Cameron Henki — Habitat for Humanity  
 February 12th Serving dinner @ The Mustard Seed, 5:30-8pm — 6 volunteers needed — contact Ted Wada  
 February 17th Sharon Fraiman — MADA (Canadian Magen David Adom)  
 February 26th Evening Pub Meeting — 5:30-7pm at 'Limericks', 7304 Macleod Trail SE

## Water, Sanitation and Hygiene Month

March 3rd Emily Braun — Distress Center  
 March 17th Charlotte Holmlund — Ujamaa Grandmas, Grandmothers to Grandmothers Campaign

## Environmental Month

April 7th Thomas Cell — Prostate Cancer  
 April 21st Richard Gotfield

## Youth Service Month

May 1st - 3rd District Conference 2026 in Red Deer ... register before February 15th to take advantage of Early Bird rates  
 May 5th Jay McNeil, President, Stampeders  
 May 13th & 14th Casino volunteers needed — Elbow River Casino  
 May 19th Rob Dempsey



# Calgary Real Estate Market ... cont'd from page 1



household income is approximately \$120,000. As a result, a home buyer today is financing over \$650,000 on an income of about \$120,000, a much different situation. Spencer notes that affordability is not just about the interest rate, it's about how much of your future income you're committing to debt.

He advises that most of the real estate information we hear on the news is usually talking about Toronto and Vancouver and, generally

speaking, the Alberta market is often much different. As an example, Spencer told us about "the lost years" between 2014 and 2020, during which time Calgary experienced a six year real estate downturn due to a significant reduction in oil prices in 2014. During this period much of Canada was experiencing strong appreciation.

As another example of the fluctuations in real estate values in the Calgary market, Spencer told us of someone who purchased several brand new condominium apartments at the absolute peak in 2007, and recently sold some of these units for 20% less than what they paid 18 years ago. Over the same period, Vancouver condo prices more than doubled. Calgary does not behave like other cities.

At points in early 2025, Alberta accounted for over 25% of all housing starts in Canada. This tells us that capital is being deployed here In Calgary, a large share of new construction is now purpose built rentals, not condos. This means that developers are not seeking quick flips, but rather are building for how people actually live, not for speculation. They are assuming long-term tenants, stable occupancy and reasonable rent growth. Spencer advises that as of the current time, there are 3,860 active listings in Calgary which constitutes 3.4 months of supply. He believes this represents a balanced market.

He noted a couple of market characteristics which are interesting. The first one was what he referred to as "the bank of mom and

dad". When he first became involved in the real estate business, it was common for the buyers' parents to help them provide the necessary down payment by offering to provide somewhere between \$5,000-\$15,000. Today he routinely sees parents providing up to \$100,000 to their children, or in some cases, buying the homes outright themselves and providing an interest only loan at two or 3%.

The second characteristic refers to the fact that we are entering what he believes will be the largest wealth transfer in our country's history. The baby boomers are expected to be transferring around \$1 trillion over the next 10 to 15 years to their children. He believes that these funds are typically used for reducing debt, upgrading homes, helping their children and potentially buying vacation properties.

Spencer closed his presentation by suggesting that with regard to real estate, our goal should be to understand where we are, where we're going, and how housing fits into our lives and our family's future.

Hank Popoff thanked Spencer for his informative review of Calgary's real estate market, and noted that a donation to Polio Plus would be made in appreciation for his presentation today.



## Riddles

"A riddle is a question or statement intentionally phrased so as to require ingenuity in ascertaining its answer or meaning, typically presented as a game."

Q: I have lots of memories, but I own nothing. What am I?

A: A photo frame.

Q: I have branches, sometimes a few, and other times hundreds or more, but I have no fruit, trunk or leaves. What am I?

A: A bank.