Altus Group

BILD CALGARY REGION

Airdrie Single-Family New Homes

Monthly Market Overview

Data for December 2018

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Introduction

BILD Calgary Region (BILD) in partnership with Altus Group is pleased to present this overview of the Airdrie single-family new home market (includes detached, semi-detached and row townhouse (fee simple) built forms), which will be produced on a monthly basis. Our objective is to deliver insights on market sales, inventory and price activity and construction trends to assist BILD and its members with market trends and knowledge, and policy discussions with government.

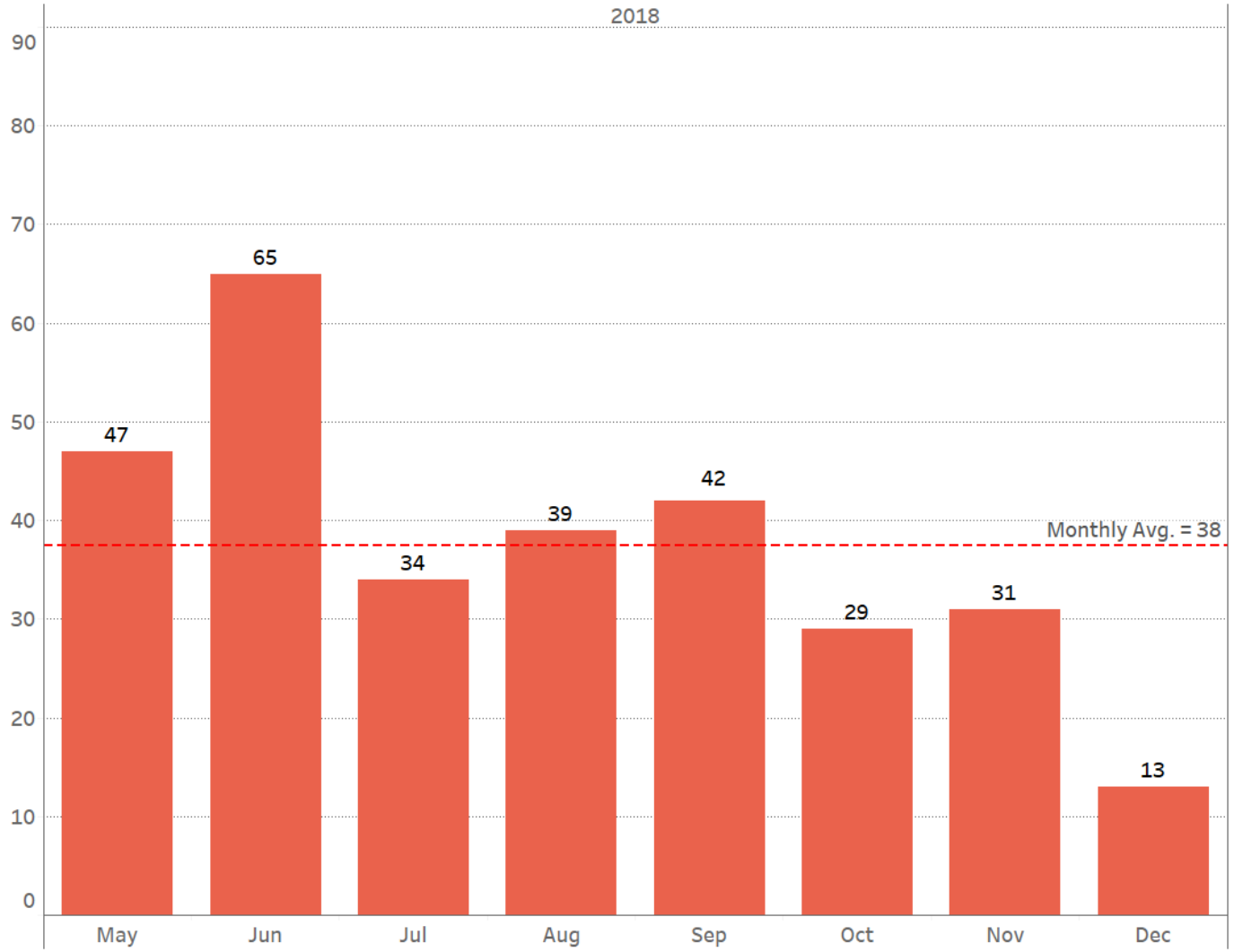
Through our partnership, and by providing market trend data that promotes complete perspective on the New Housing Market in Airdrie we can:

- Support the Airdrie new home builders and BILD with key market metrics to enable informed decision-making and promote awareness about the new home industry in Airdrie
- Expand knowledge of single-family supply, sales, inventory and price trends
- Increase market transparency that benefits all

This monthly report is made possible by the cooperation and contribution of data from many of the top builder companies in Airdrie. These builder companies combined represent over 75% of the single-family new home activity in Airdrie and we will grow that number as more builder companies become data partners. If you are a single-family new home builder in Airdrie and wish to become a data partner and receive the benefits that go along with that please contact Beverly Jarvis, Director of Policy, Projects & Government Relations at BILD Calgary Region at beverly.jarvis@bildcr.com.

Total Monthly Sales – May 2018 to Dec. 2018

Chart represents the total number of firm sales achieved in each month regardless of construction status (based on data reported by participating builders).



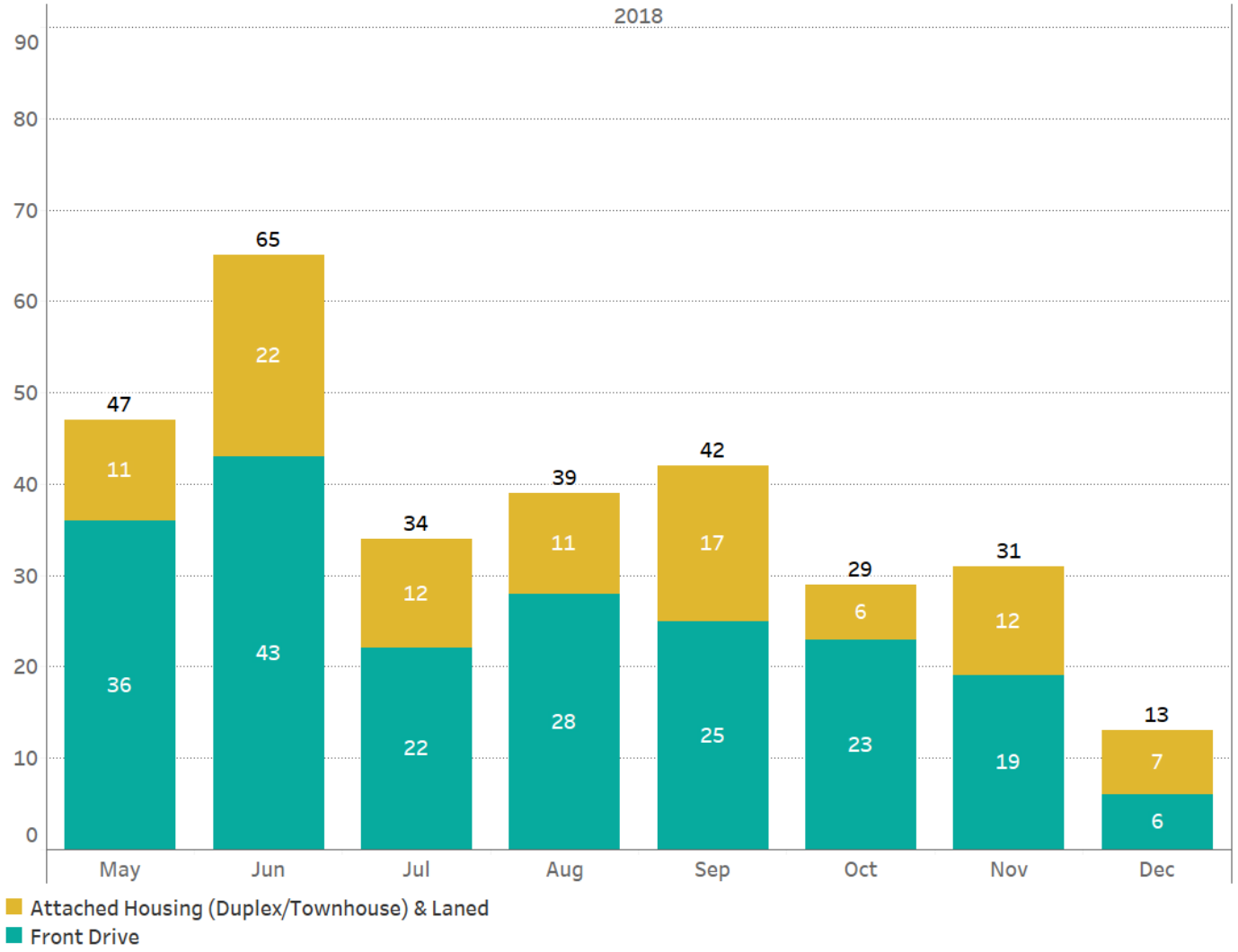
Pre-Construction Sales vs Spec Home Sales – May 2018 to Dec. 2018

Chart represents the total number of firm sales achieved in each month broken down by pre-construction sales and spec home sales (based on data reported by participating builders).

Single-family sales in Airdrie were down by more than half in December, with the largest decrease occurring in presales. Participating builders have reported 300 total single-family sales from May to December. Pre-sales represent 53% of the total sales and spec sales comprise 47%.

Monthly Sales by Lot/Home Type – May 2018 to Dec. 2018

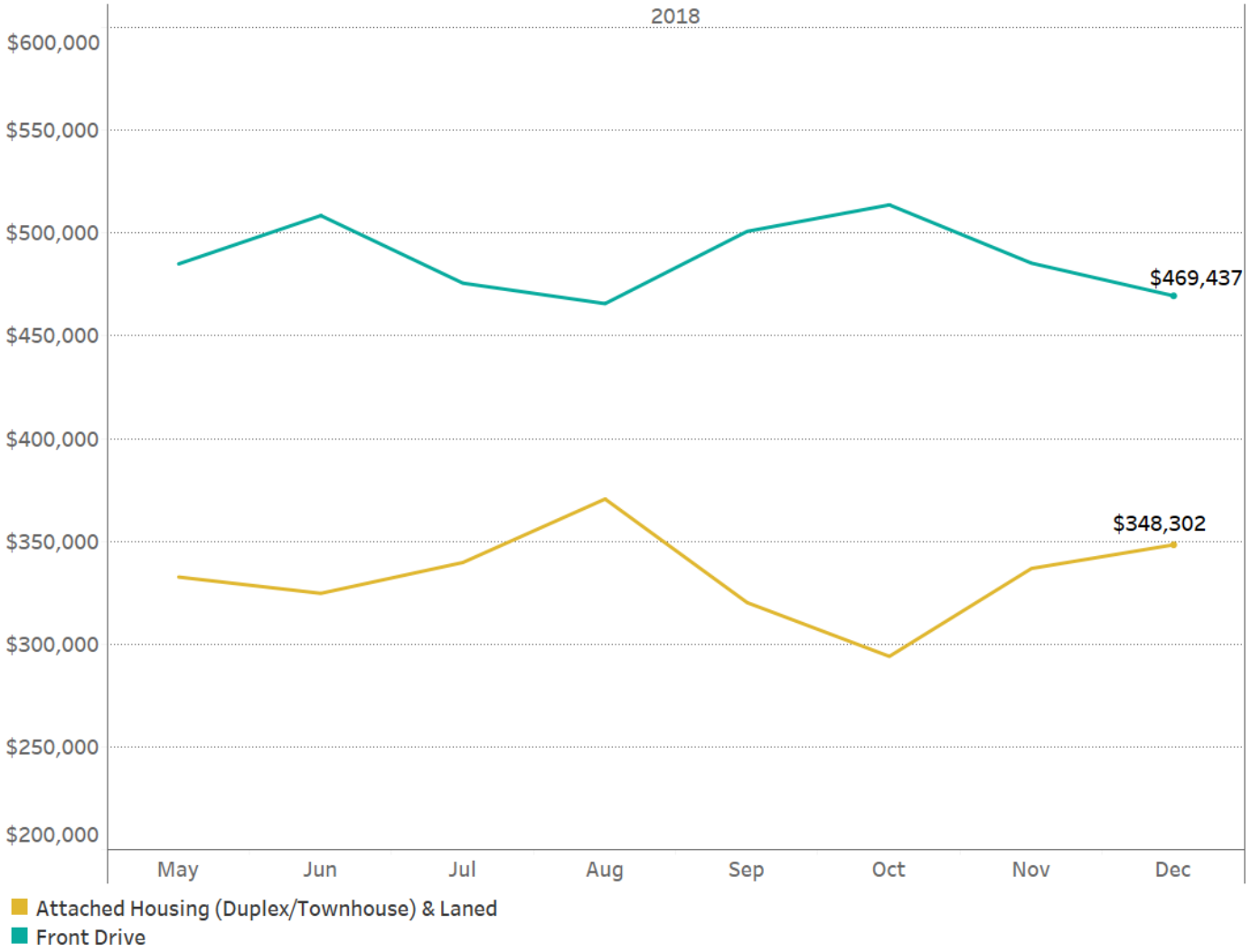
Chart represents the total number of firm sales achieved in each month broken down by lot/home type (based on data reported by participating builders).



Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Average Selling/Contract Price by Lot/Home Type – May 2018 to Dec. 2018

Chart represents the average price (incl. house, options, lot and GST) of homes sold in each month broken down by lot/home type (based on data reported by participating builders).

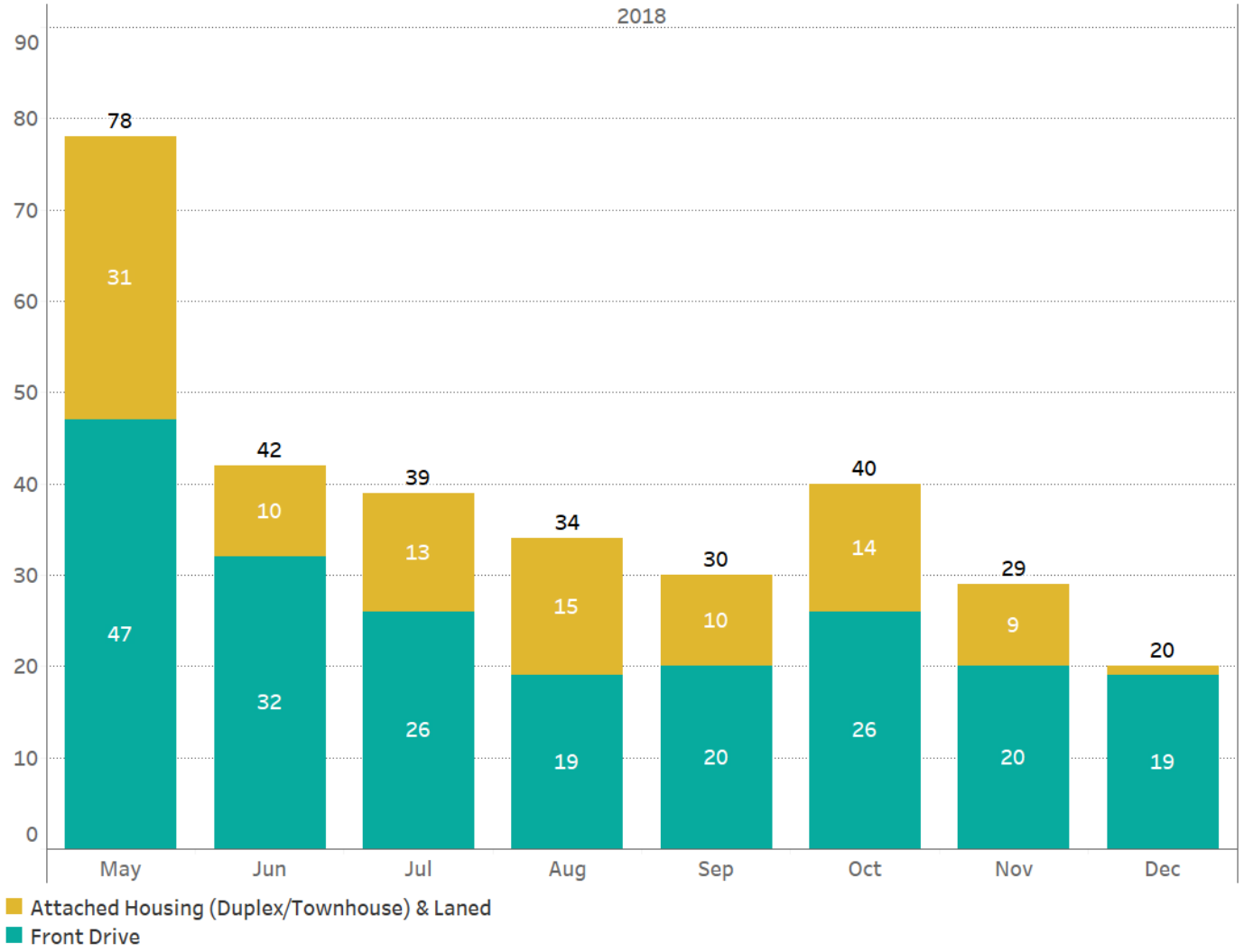


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Monthly Construction Starts by Lot/Home Type – May 2018 to Dec. 2018

Chart represents number of single-family starts (i.e. foundations poured) in each month broken down by lot/home type (based on data reported by participating builders).

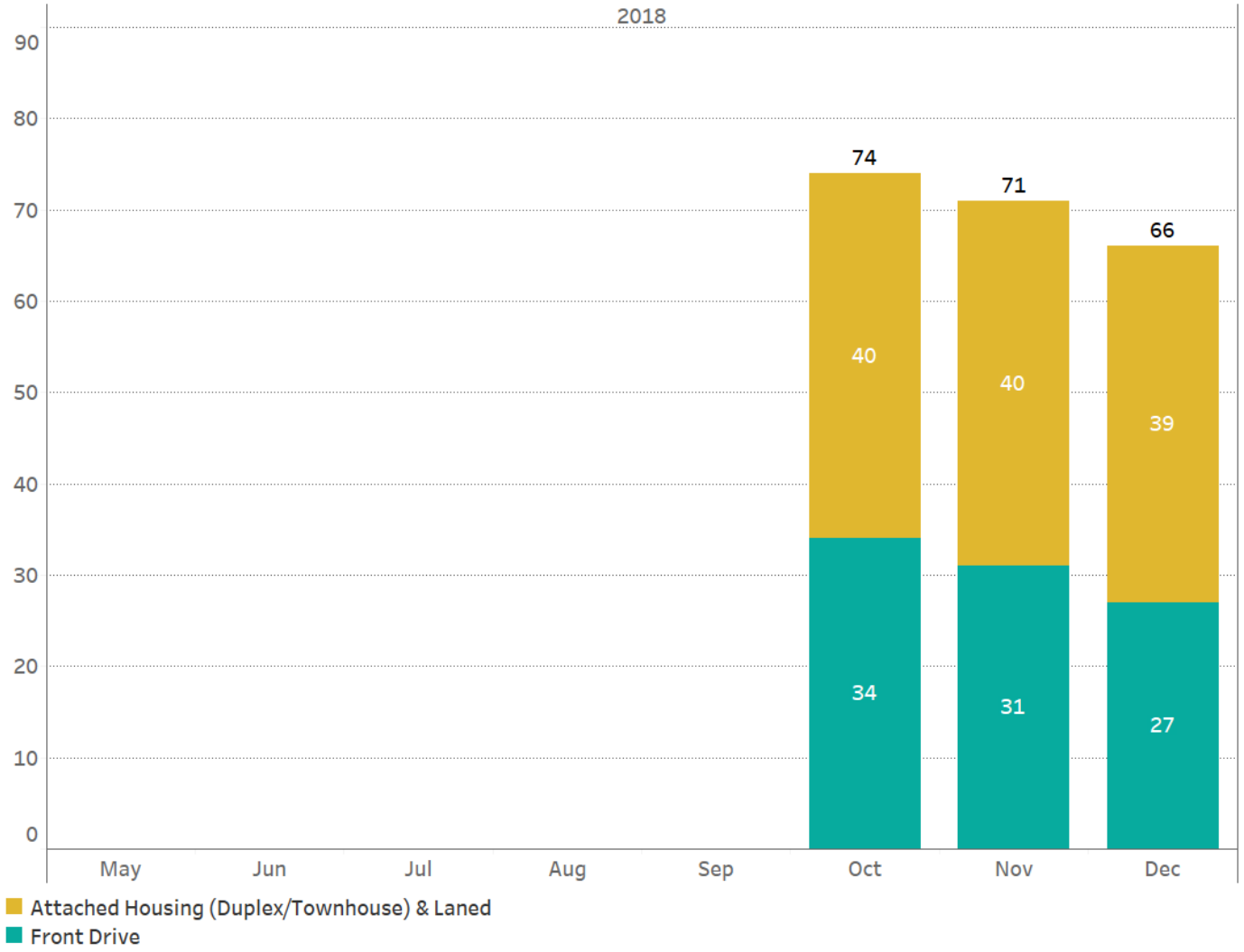
Participating builders have reported 312 total construction starts for the period from May to December. Front Drive lot types comprised 67% of the total starts over that period and Attached Housing/Laned accounted for 33%.



Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Completed Home Inventory by Lot/Home Type – Oct. 2018 to Dec. 2018

Chart represents number of finished homes available for sale with immediate occupancy in each month broken down by lot/home type (based on data reported by participating builders). *Note: there is no completed home data for May to September due to insufficient participant reporting.*

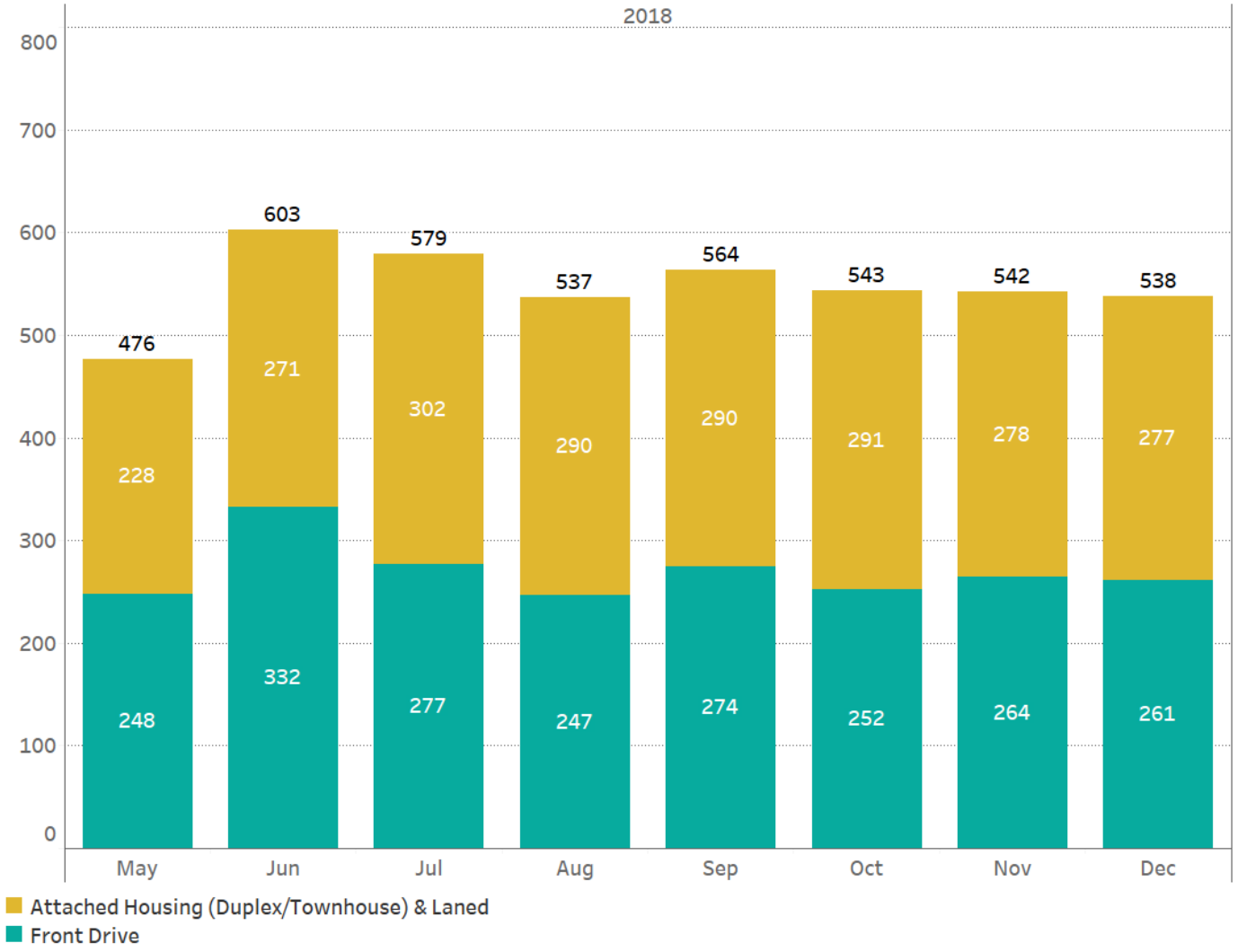


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Number of Available Lots by Lot/Home Type – May 2018 to Dec. 2018

Chart represents number of available/unsold lots (incl. serviced lots available for immediate construction) for sale in each month broken down by lot/home type (based on data reported by participating builders).

Attached Housing/Laned product represents 51% of the total available lot inventory and Front Drive product represents 49%.



Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

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