Altus Group

BILD CALGARY REGION

Airdrie Single-Family New Homes

Monthly Market Overview

Data for January 2019

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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.

Highlights – Jan.2019

Important Updates About the Report:

We are pleased to report the addition of new builder participants for January 2019. As such, the chart data as of January 2019 includes data from all previous builder participants **plus the new builders that were added**.

Highlights

- Participating builders reported 34 single-family new home sales in Airdrie for January 2019. If we exclude sales reported by the new builder participants for January and compare the monthly sales trend of the original participant group, the result was more than double the sales in December 2018 and the highest sales total since September 2018.

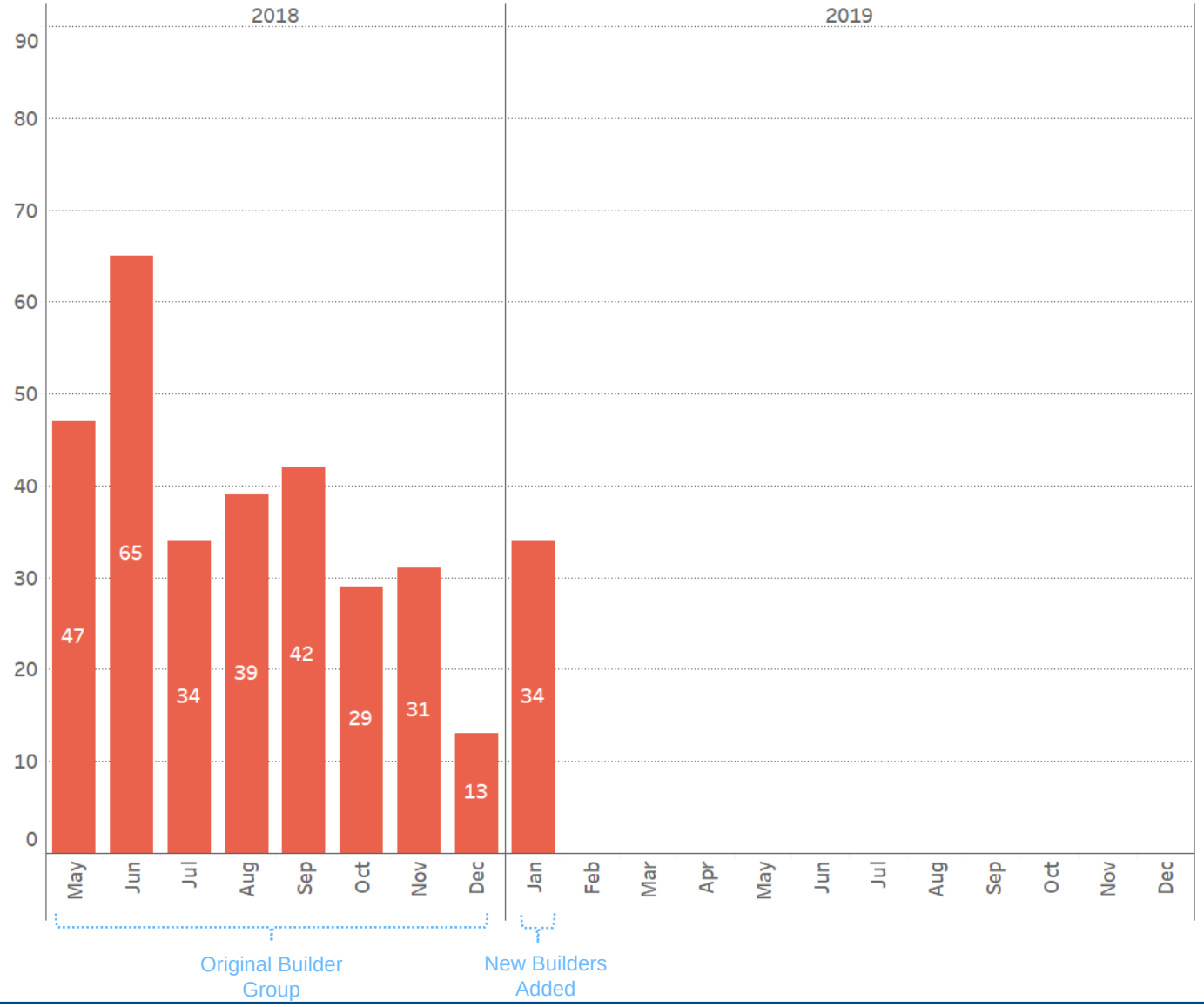
- Almost three-quarters of the sales for January were spec homes. That represents the largest percentage for spec home sales since Altus began tracking in May 2018.

- There were more reported sales of Attached Housing/Laned product (combined) than Front Drive product for the second consecutive month. New builders added in January had 0 sales and therefore did not impact the overall sales.

Total Monthly Sales – May 2018 to Jan. 2019

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

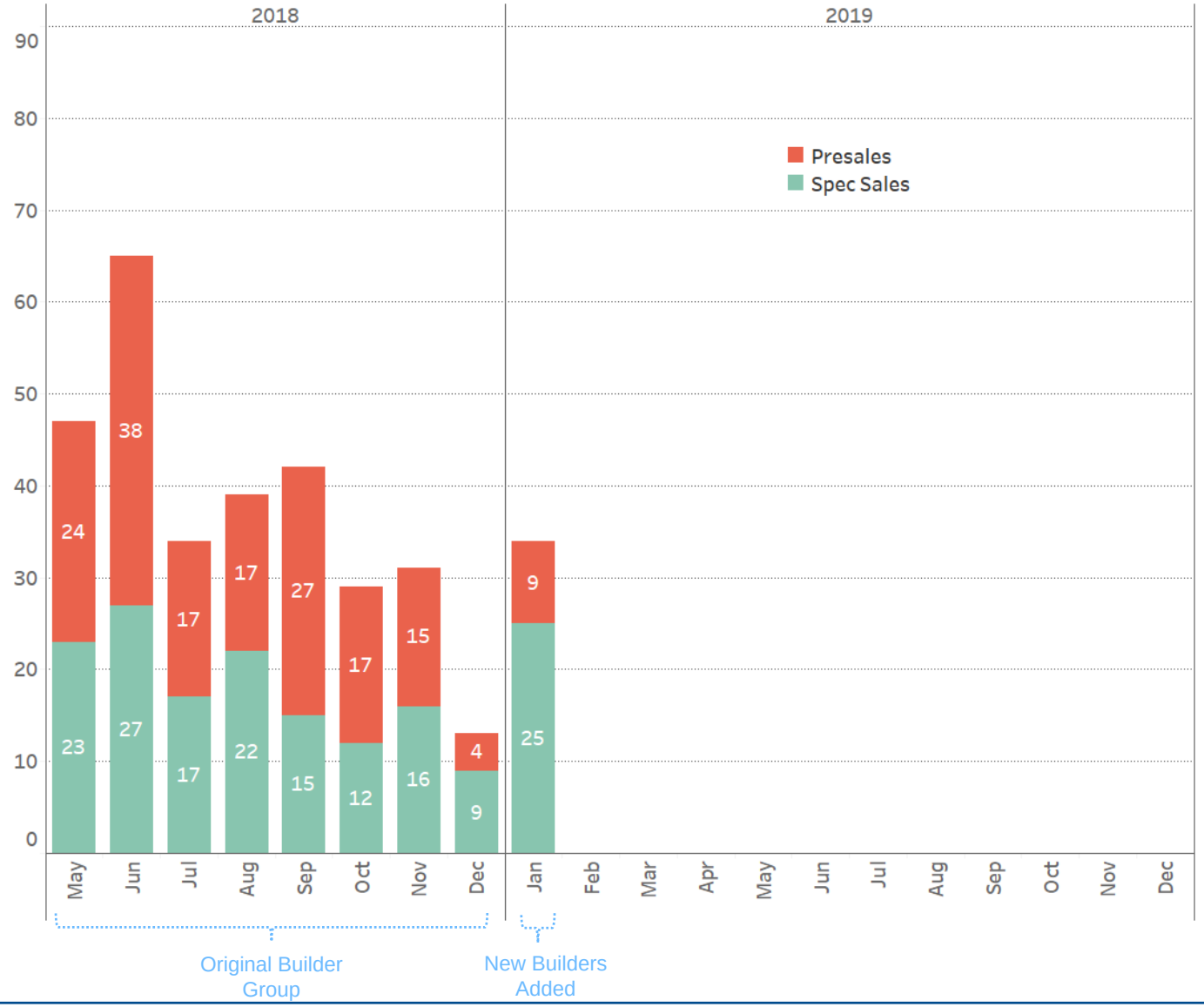
Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for 0% of the increase in total sales from Dec. 2018 to Jan. 2019.



Pre-Construction Sales vs Spec Home Sales – May 2018 to Jan. 2019

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).

Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for 0% of the increase in total sales from Dec. 2018 to Jan. 2019.



Monthly Sales by Lot/Home Type – May 2018 to Jan. 2019

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).

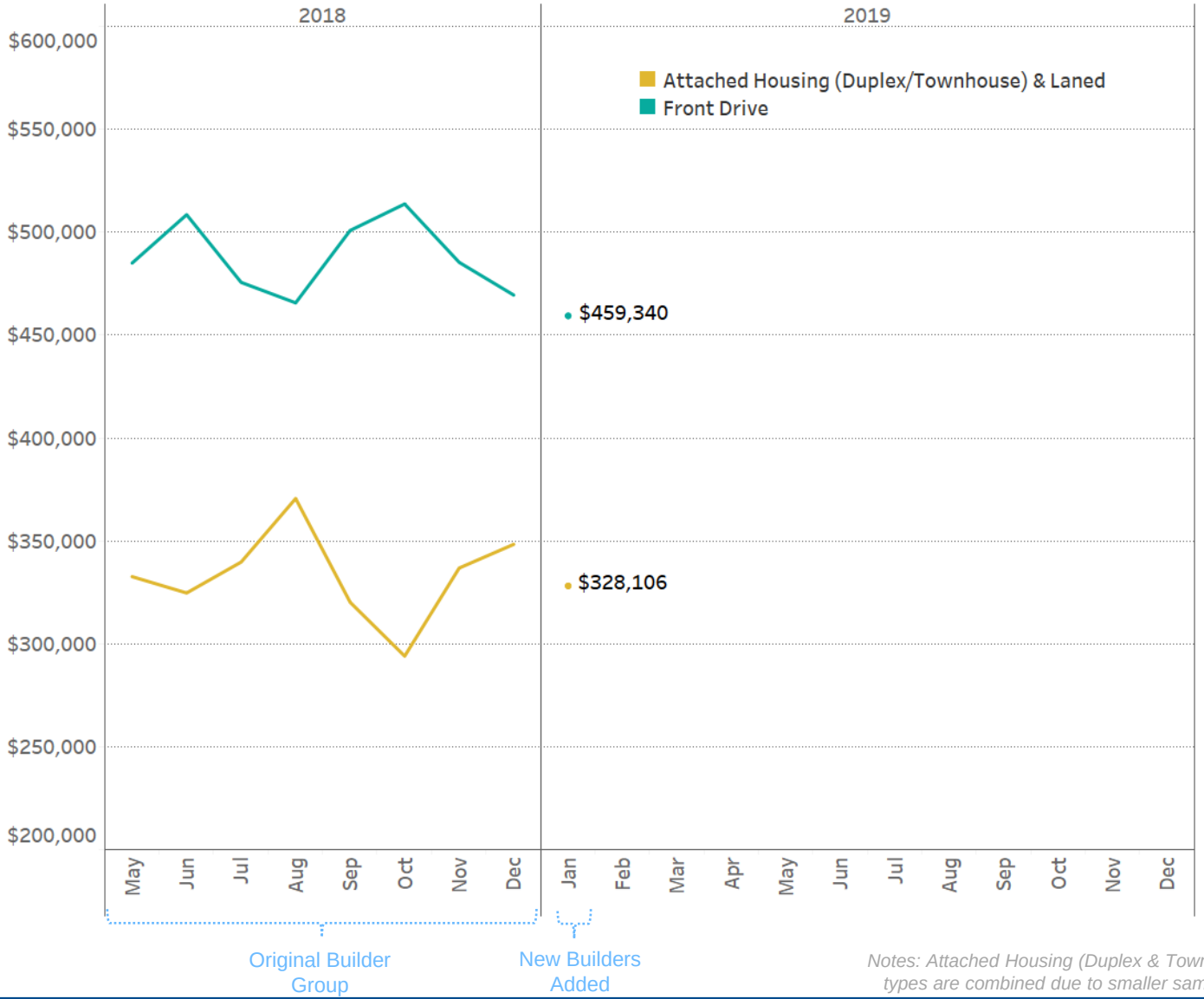
Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for 0% of the increase in total sales from Dec. 2018 to Jan. 2019.

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 Jan. 2019

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).

Chart data as of Jan. 2019 includes new builder participants that were added.

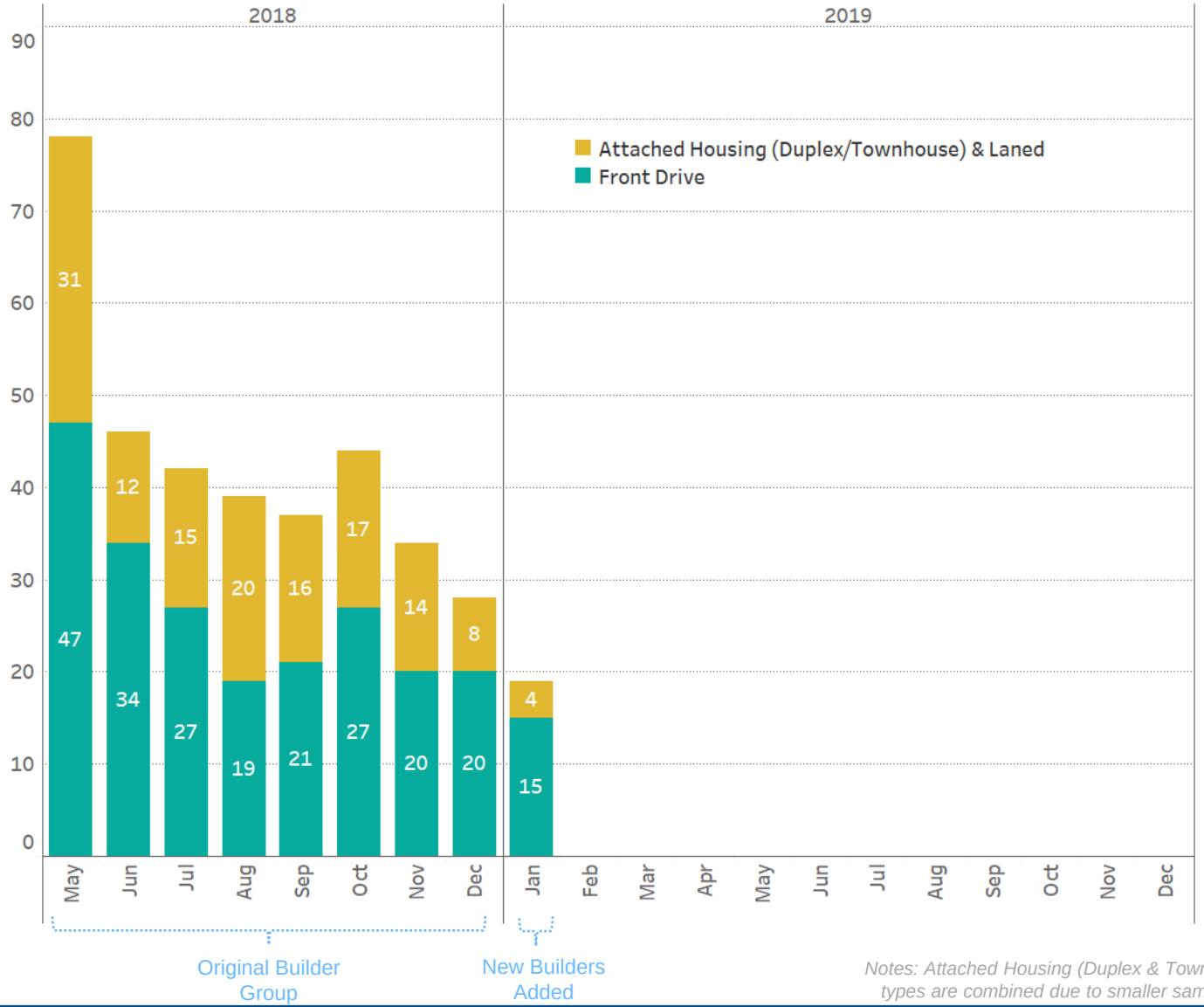


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Monthly Construction Starts by Lot/Home Type – May 2018 to Jan. 2019

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).

Chart data as of Jan. 2019 includes new builder participants that were added. Total construction starts for the original builder group declined by 11 from Dec. 2018 to Jan. 2019. New builders accounted for 11% of the starts in January.

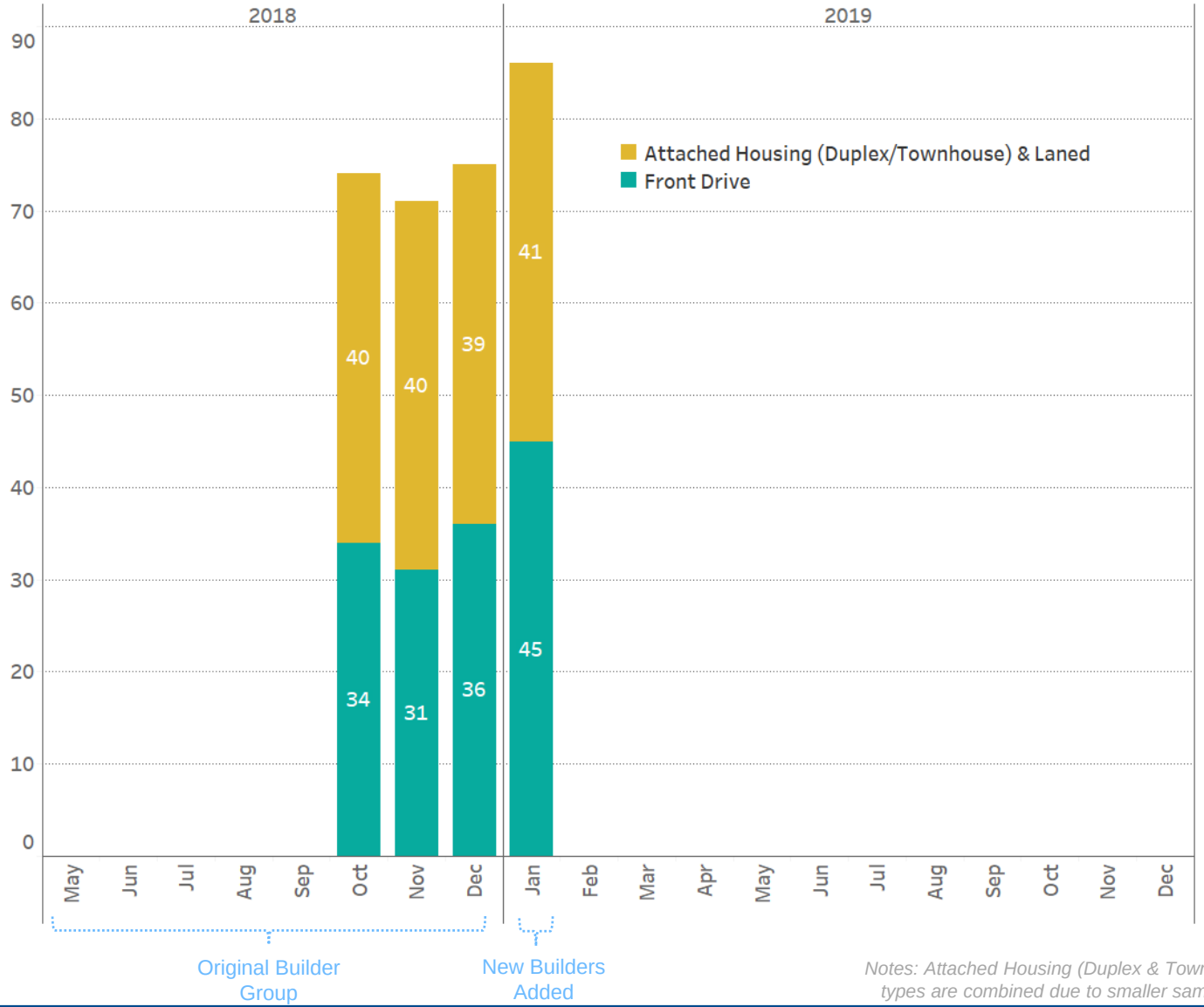


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Completed Home Inventory by Lot/Home Type – Oct. 2018 to Jan. 2019

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.*

Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for approximately 45% of the increase in total completed home inventory from Dec. 2018 to Jan. 2019.

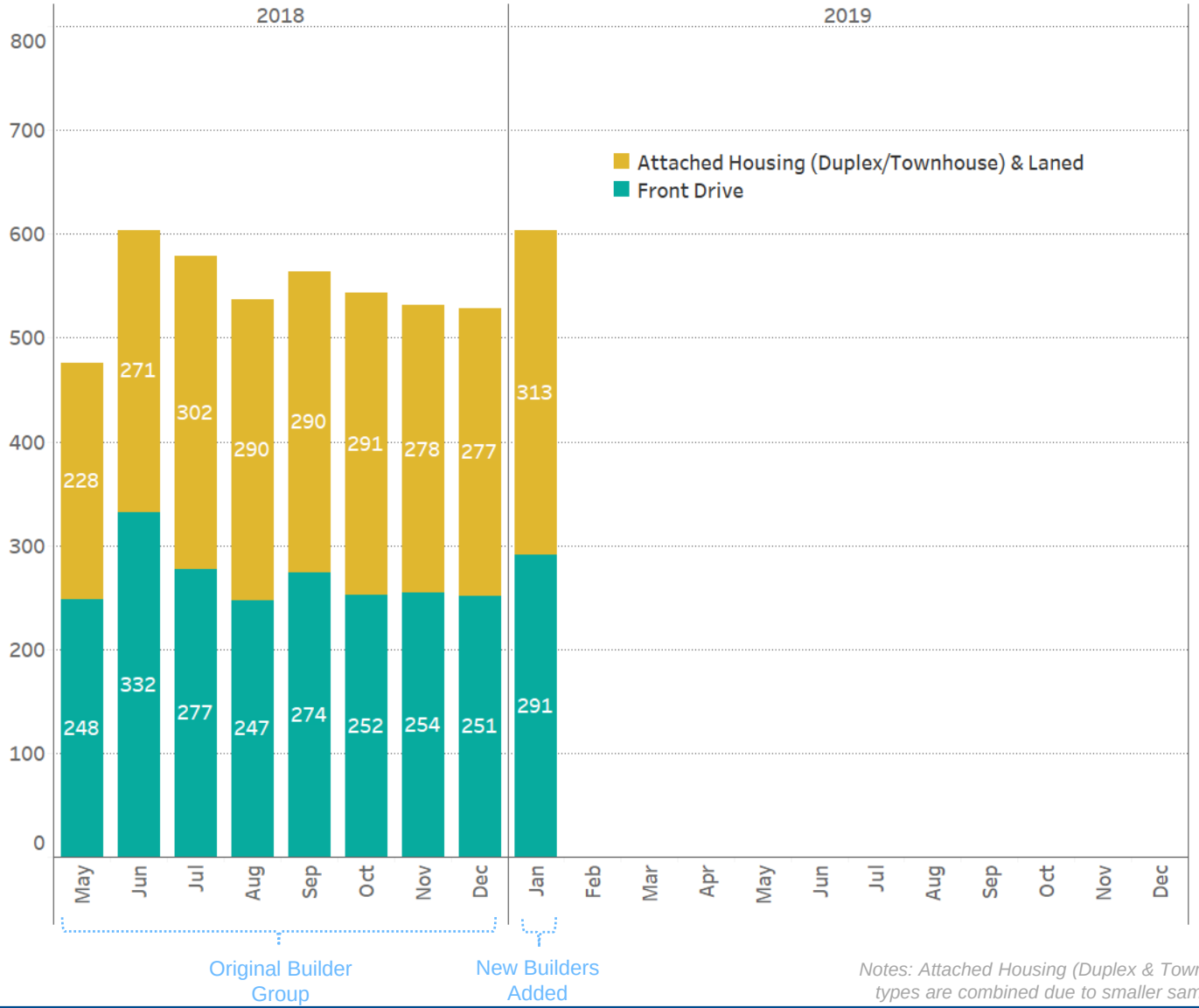


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

Number of Available Lots by Lot/Home Type – May 2018 to Jan. 2019

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).

Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for approximately 3% of the increase in total available lot inventory from Dec. 2018 to Jan. 2019.



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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