



Airdrie Single-Family New Homes

Monthly Market Overview
Data for March 2020

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BILD Calgary Region (BILD) in partnership with Altus Group is pleased to present this overview of the Airdrie single-family new home market, which will be produced on a monthly basis. Single-family includes detached, duplex (semi-detached) and row townhouse (fee simple) built forms. 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 approximately 80% 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.

Current Participating Builders



- Broadview Homes
- Brookfield Residential
- Crystal Creek Homes
- Douglas Homes
- Excel Homes
- Genesis Land Development Corp.
- Homes by Avi
- Jayman Built
- Mattamy
- McKee Homes Ltd.
- NuVista Homes
- Shane Homes
- Slokker Homes
- Stepper Homes
- Sterling Homes/Pacesetter by Sterling (Calgary)
- Trico Homes

Important Updates About the Report

- New participating builders were added for January 2019. As such, the chart data as of January 2019 includes data from all previous participating builders **plus the new builders that were added**. (*Update – Jan. 2019*)
- New builder participants were added for May 2019. The sales and average sold price data as of January 2019 has been amended to include sales from all previous participating builders **plus the new builders that were added**. Therefore, the data for sales and average sold price from January 2019 and on is based on a consistent group of participating builders. (*Update – May 2019*)

Highlights (based on data reported by all builder participants)

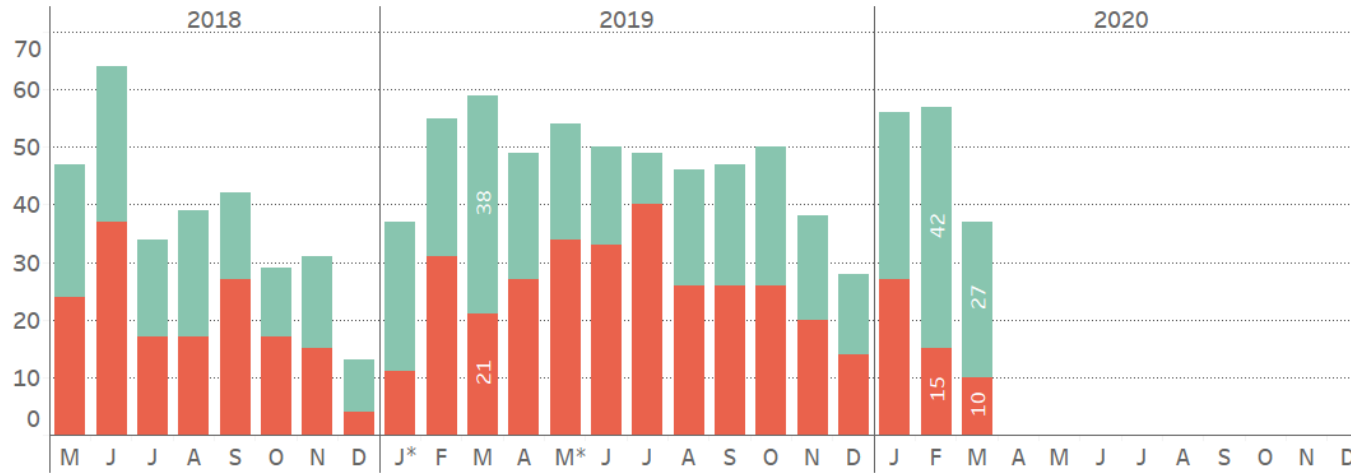
- After a solid start in January and February of this year, new single-family home sales in Airdrie were down sharply in March. Sales fell 35% from February and were 37% lower than March 2019. While participating builders do not report sales by specific date (just for the month as a whole), it is likely that the falloff was focused in the second part of the month, as COVID-19 measures became prevalent. The good start to the year suggests there is some level of pent-up demand in the market that will re-emerge as the economy starts to re-open and consumers are less distracted.
- The overall average sold price of attached housing (duplex/townhouse)/laned product was higher in March compared to February and also March 2019. Although there were fewer sales of the product type in March, most of the sales that did occur were at higher selling prices, thus pushing the overall average sold price for the product type higher.

Pre-Construction Sales vs Spec Home Sales

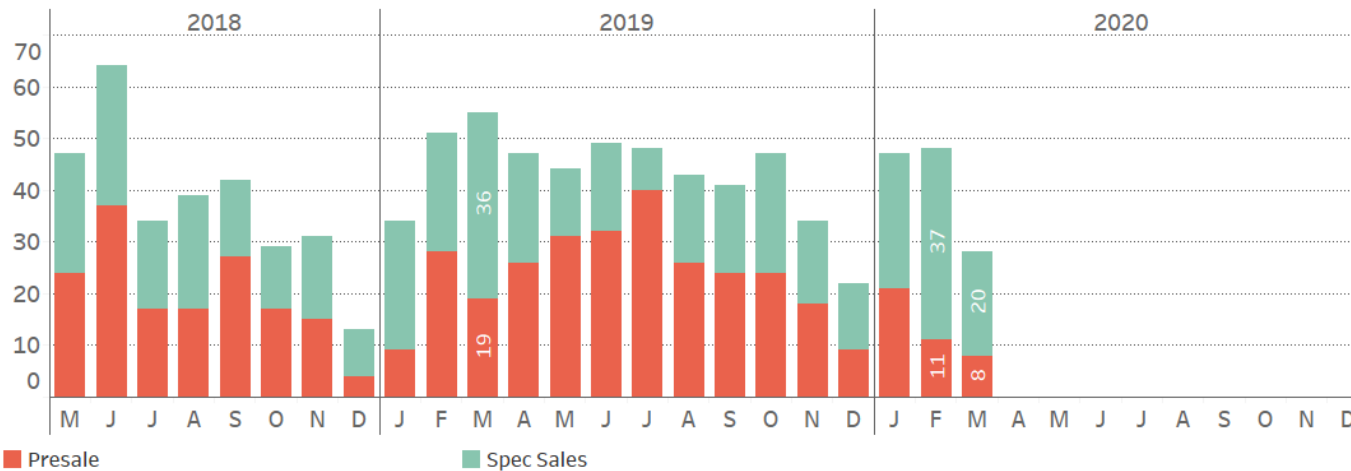
Chart represents the total number of firm sales achieved in each month broken down by pre-construction sales and spec home sales (based on data reported by participating builders).



All Participating Builders



Original Participating Builders



* New builder(s) added.

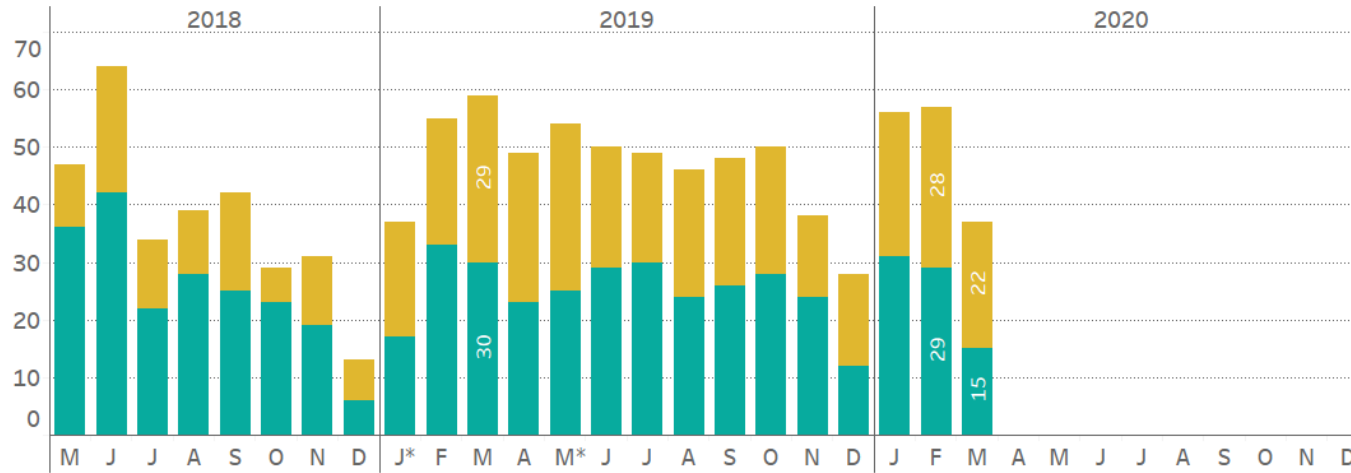
Note: data may include revisions to previously reported numbers.

Monthly Sales by Lot/Home Type

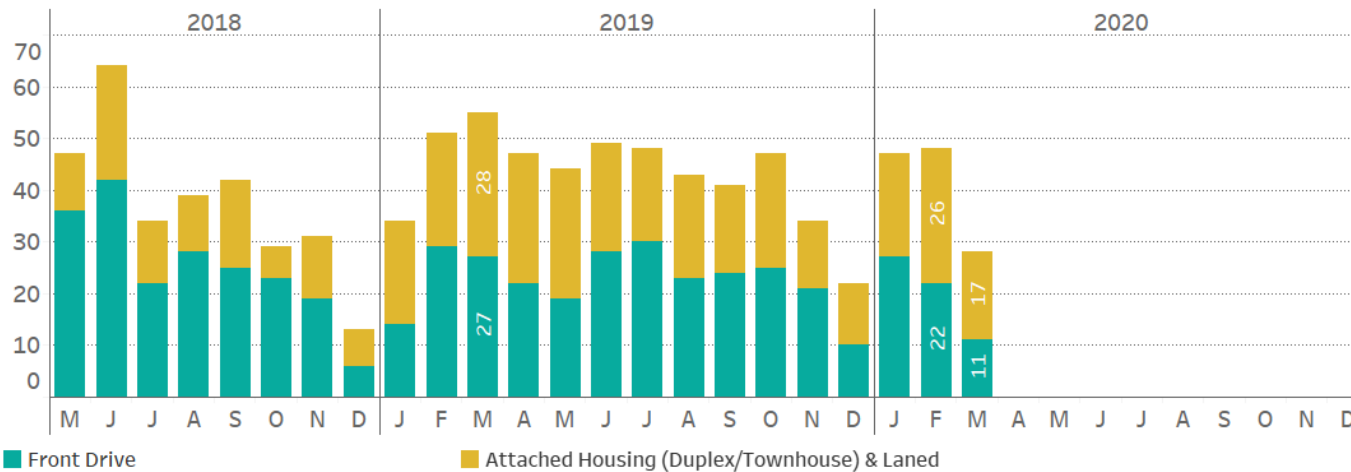
Chart represents the total number of firm sales achieved in each month broken down by lot/home type (based on data reported by participating builders).



All Participating Builders



Original Participating Builders

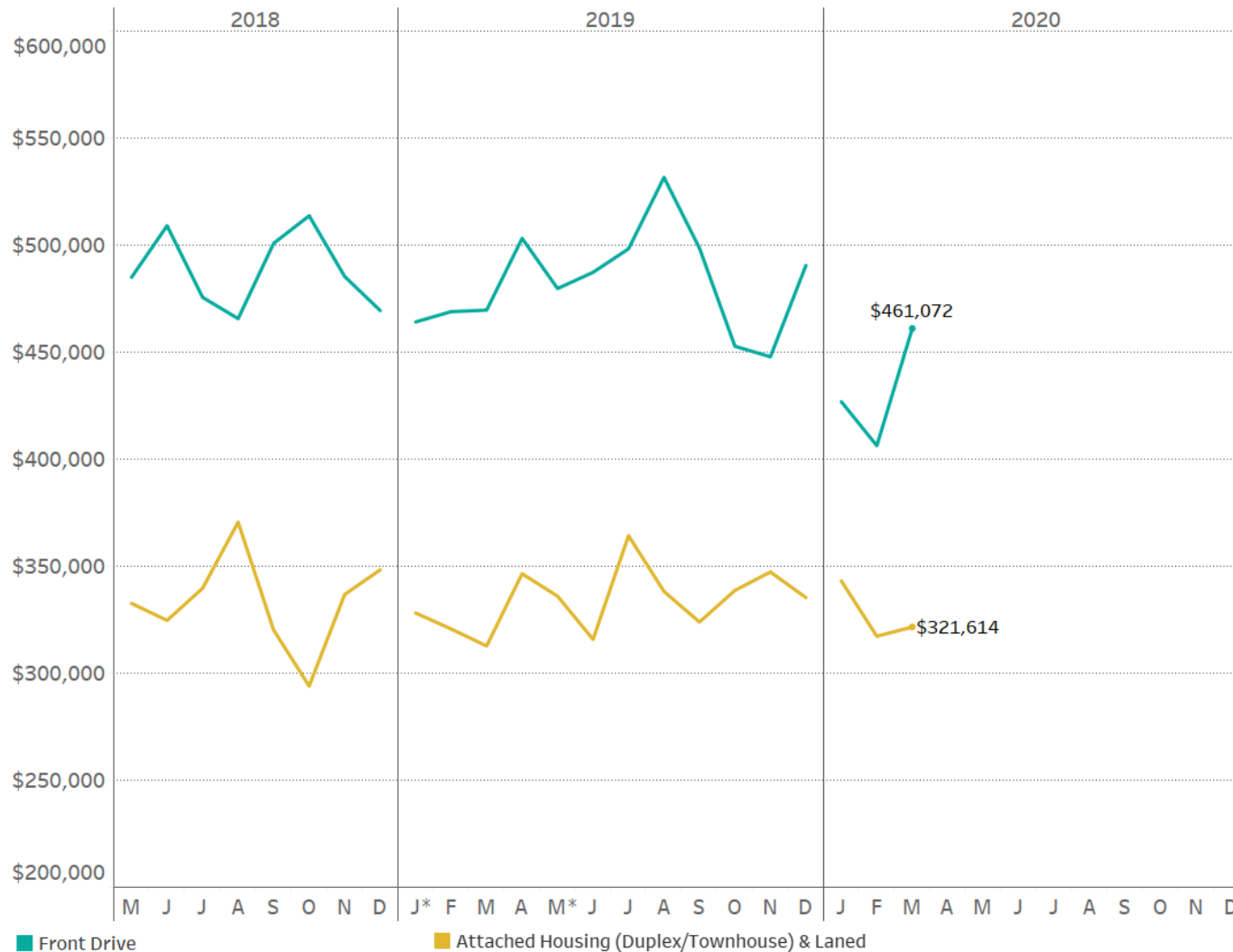


* New builder(s) added.

Notes: data may include revisions to previously reported numbers. 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

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).

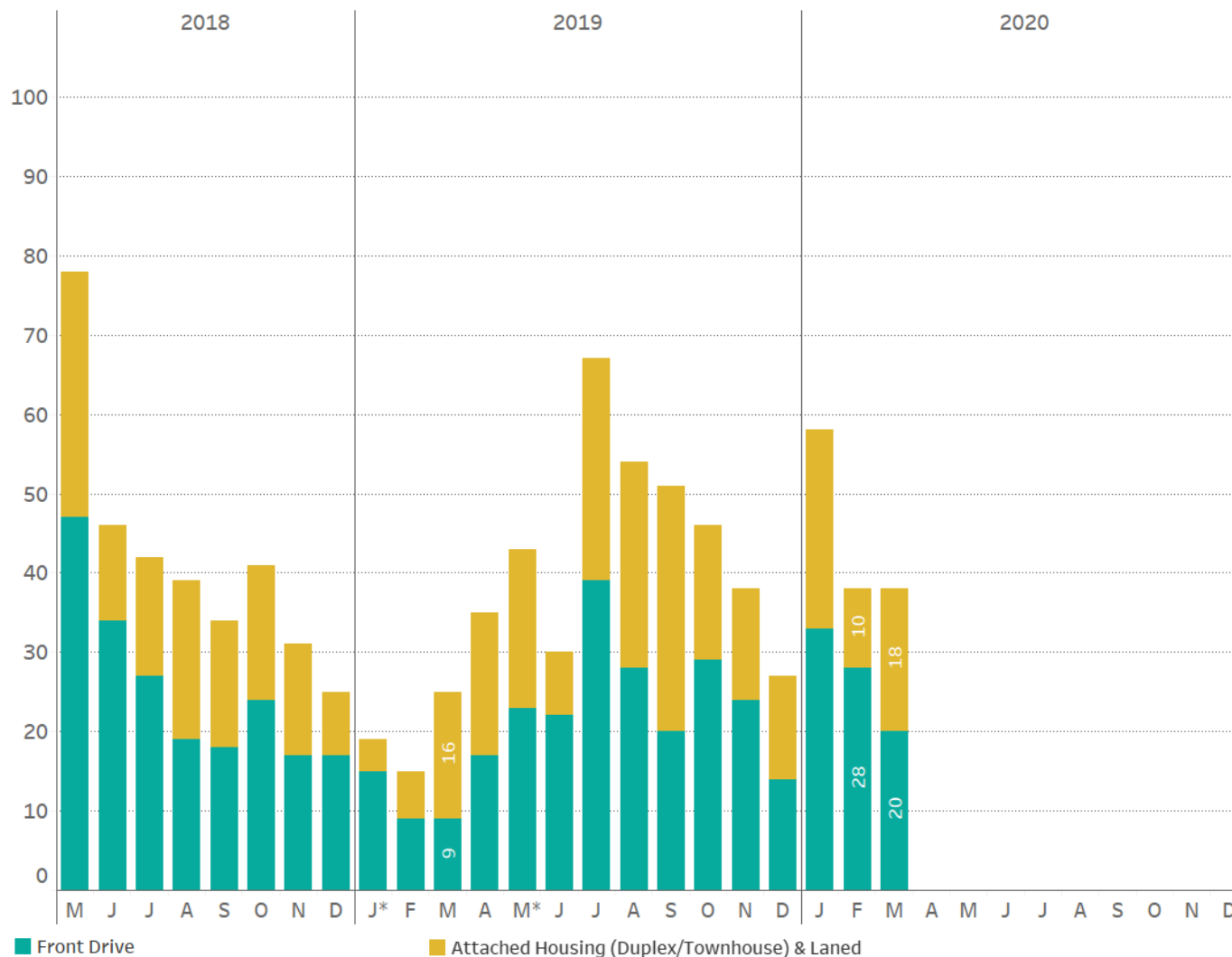


* New builder(s) added.

Notes: data may include revisions to previously reported numbers. 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

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).

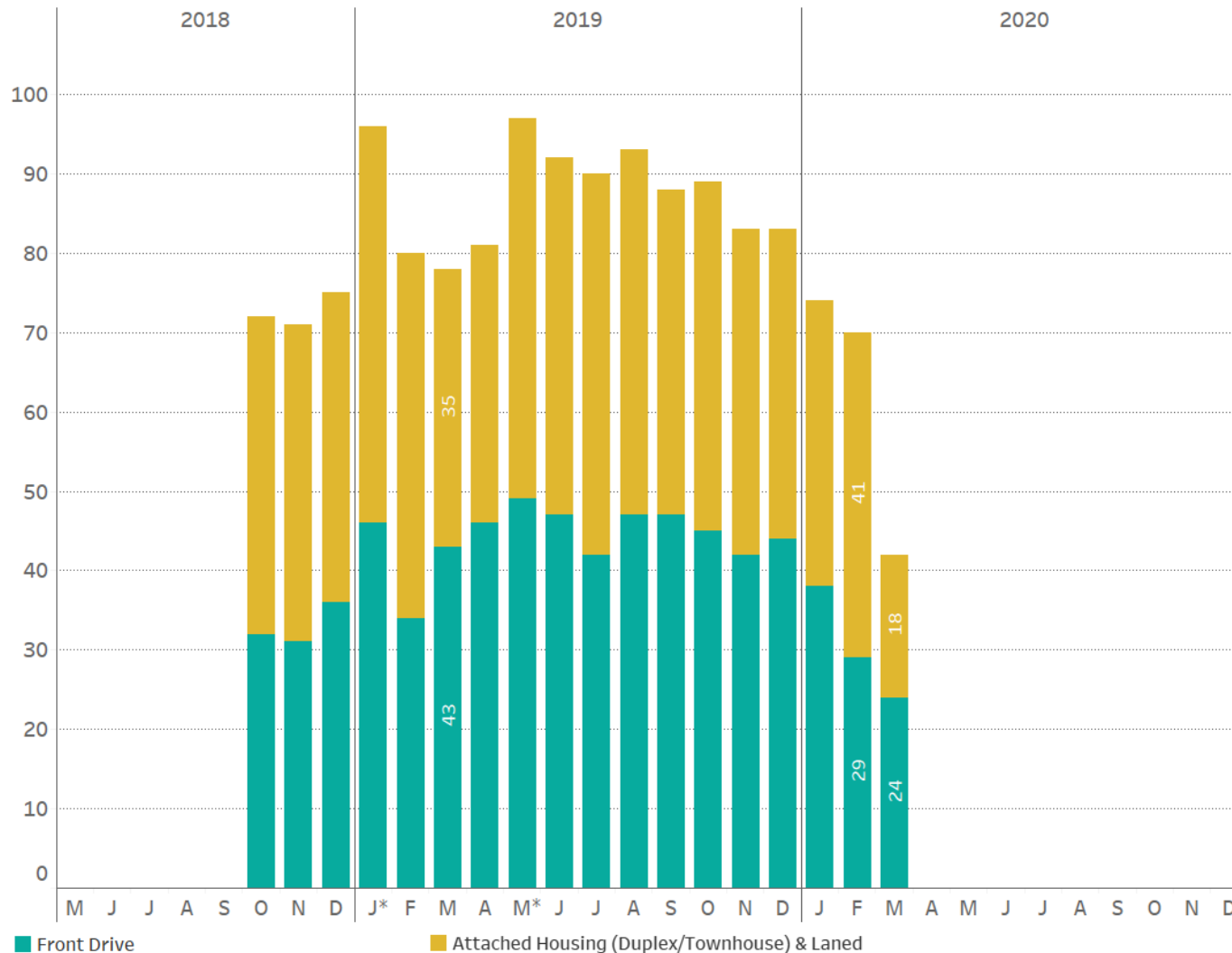


* New builder(s) added.

Notes: data may include revisions to previously reported numbers. 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

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.*



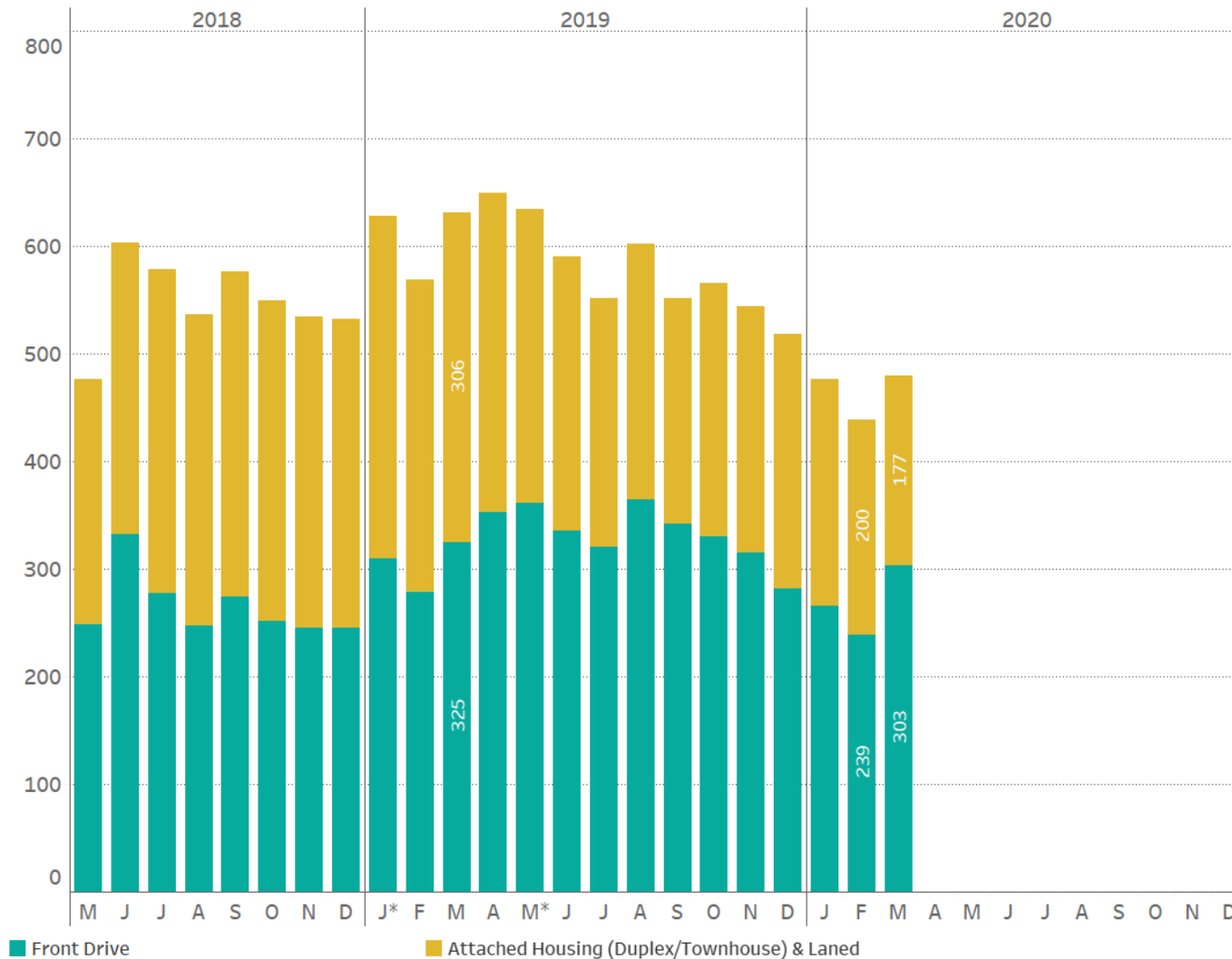
The decrease in attached housing (duplex/townhouse) & laned completed home inventory in March 2020 was in part due to some builder inventory that was removed from the for sale market.

* New builder(s) added.

Notes: data may include revisions to previously reported numbers. 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

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).



* New builder(s) added.

Notes: data may include revisions to previously reported numbers. 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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