Airdrie Single-Family New Homes

Monthly Market Overview

Data for March 2019

Altus Group

BILD CALGARY REGION

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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, which will be produced on a monthly basis. Single-family includes detached, 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.

Highlights – Mar. 2019

Important Updates About the Report:

- New builder participants were added 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**. *(Update – Jan. 2019)*

Highlights

- Total sales from participating builders were up by 8 in March from February. Overall sales for the first quarter of 2019 totaled 144. Presales and spec sales accounted for 40% and 60% of the quarterly sales, respectively.

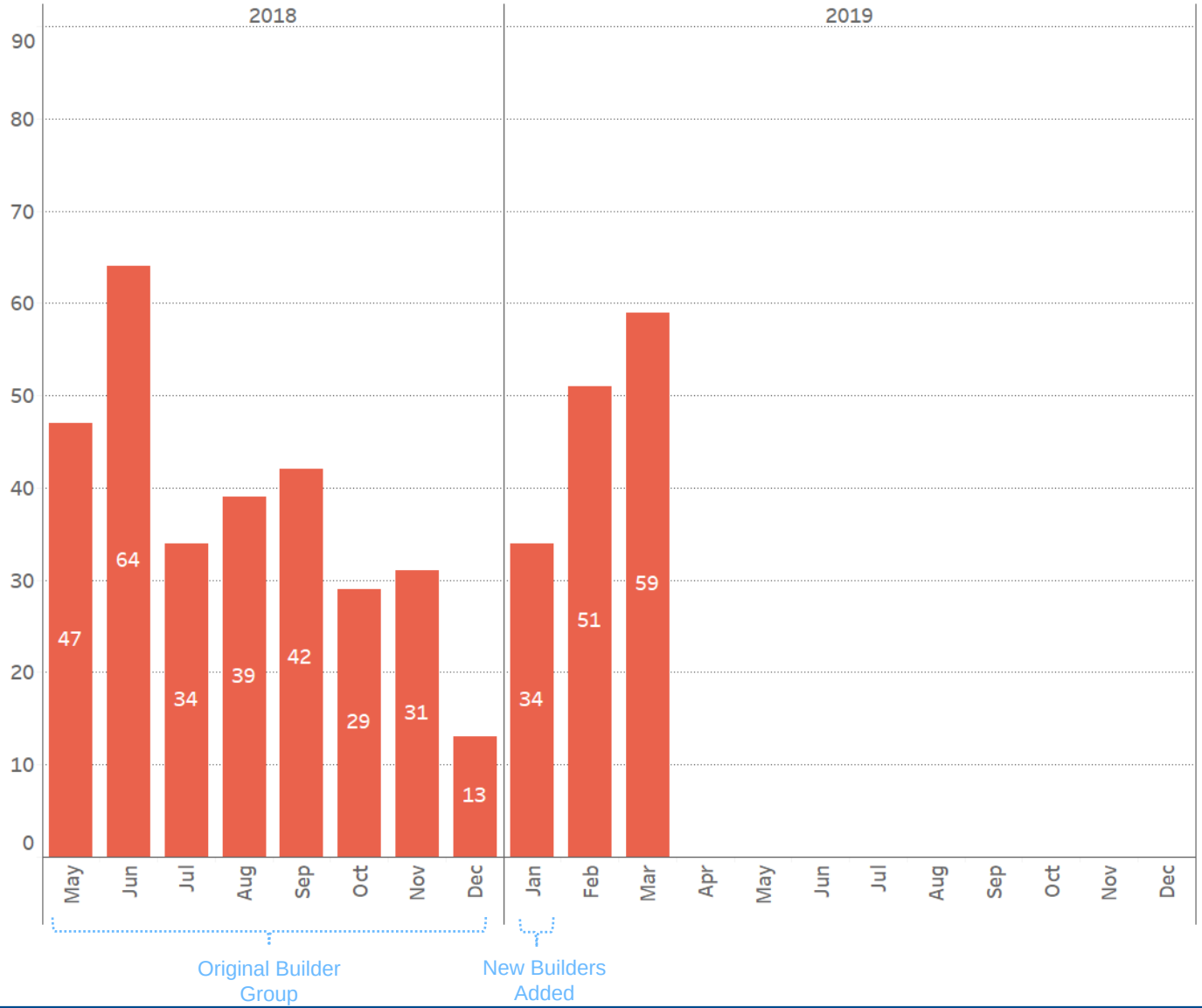
- The average sold price for Front Drive product was up for the second month in a row in March, while the average sold price for Duplex/Townhouse product declined for a second consecutive month.

- The number of available lots was up in March, as new lots added exceeded sales.

Total Monthly Sales – May 2018 to Mar. 2019

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

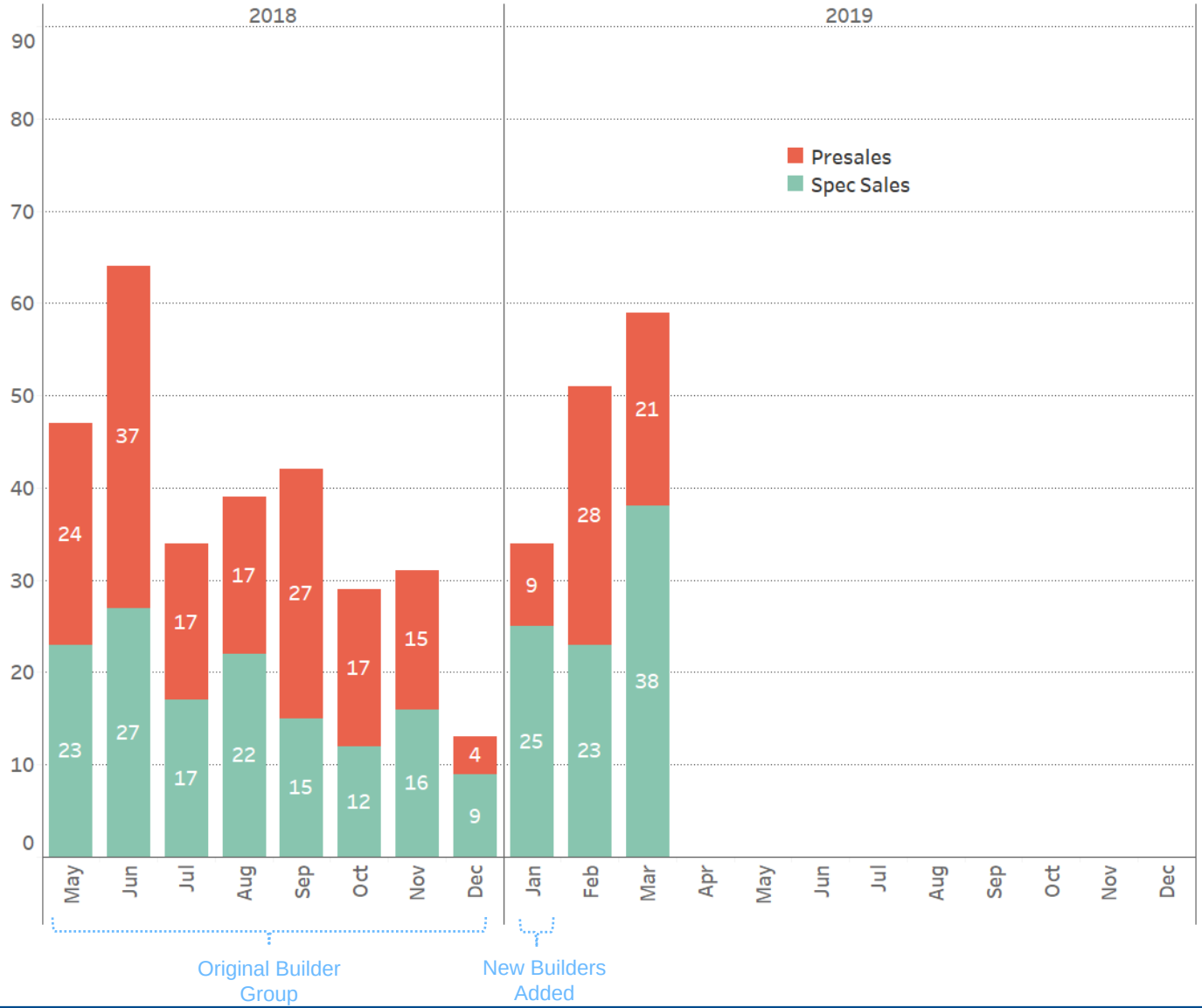
Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for 0% of the increase in total sales from Dec. 2018 to Jan. 2019.



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

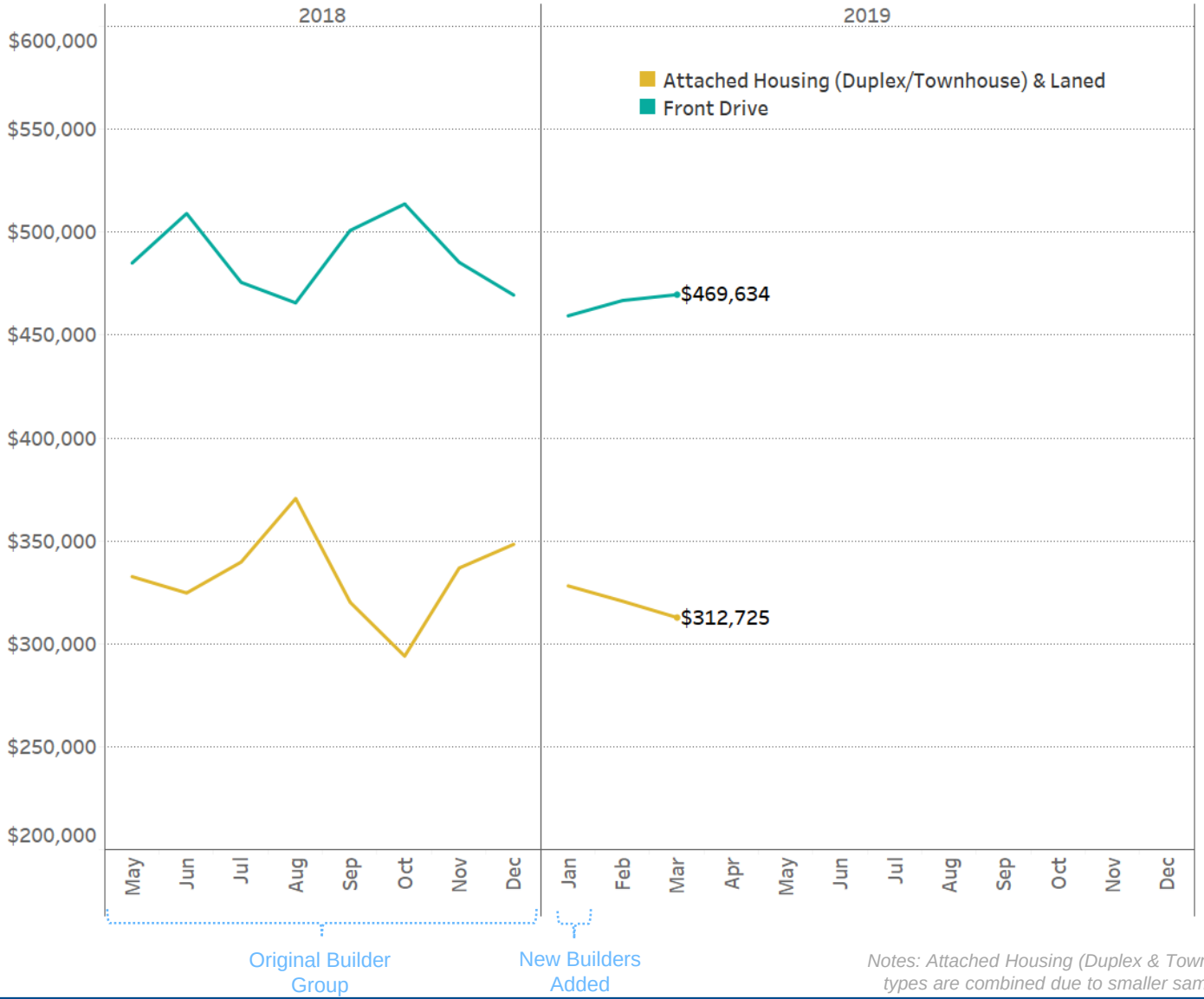
Chart data as of Jan. 2019 includes new builder participants that were added. The new builders accounted for 0% of the increase in total sales from Dec. 2018 to Jan. 2019.

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 Mar. 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.

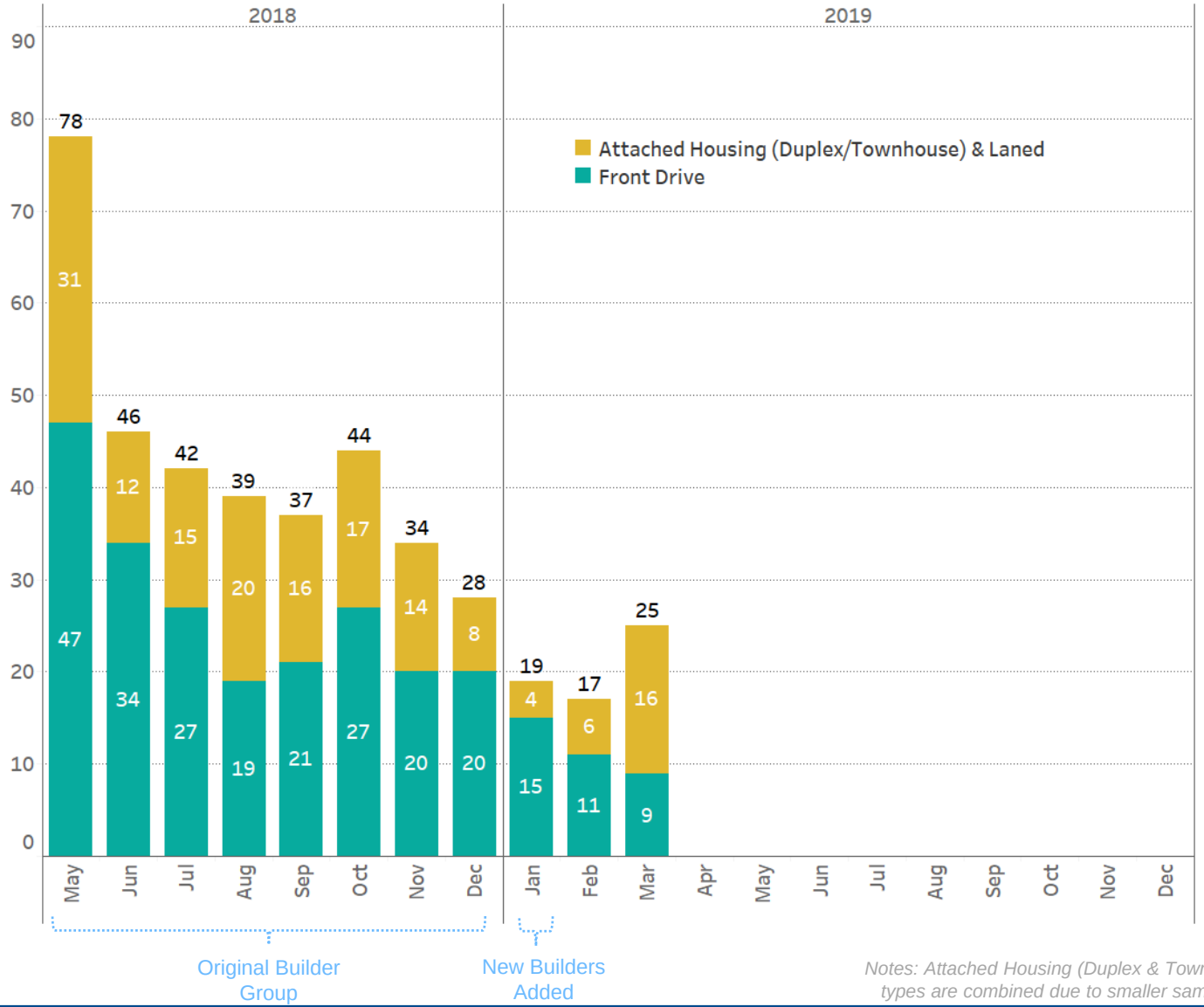


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

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

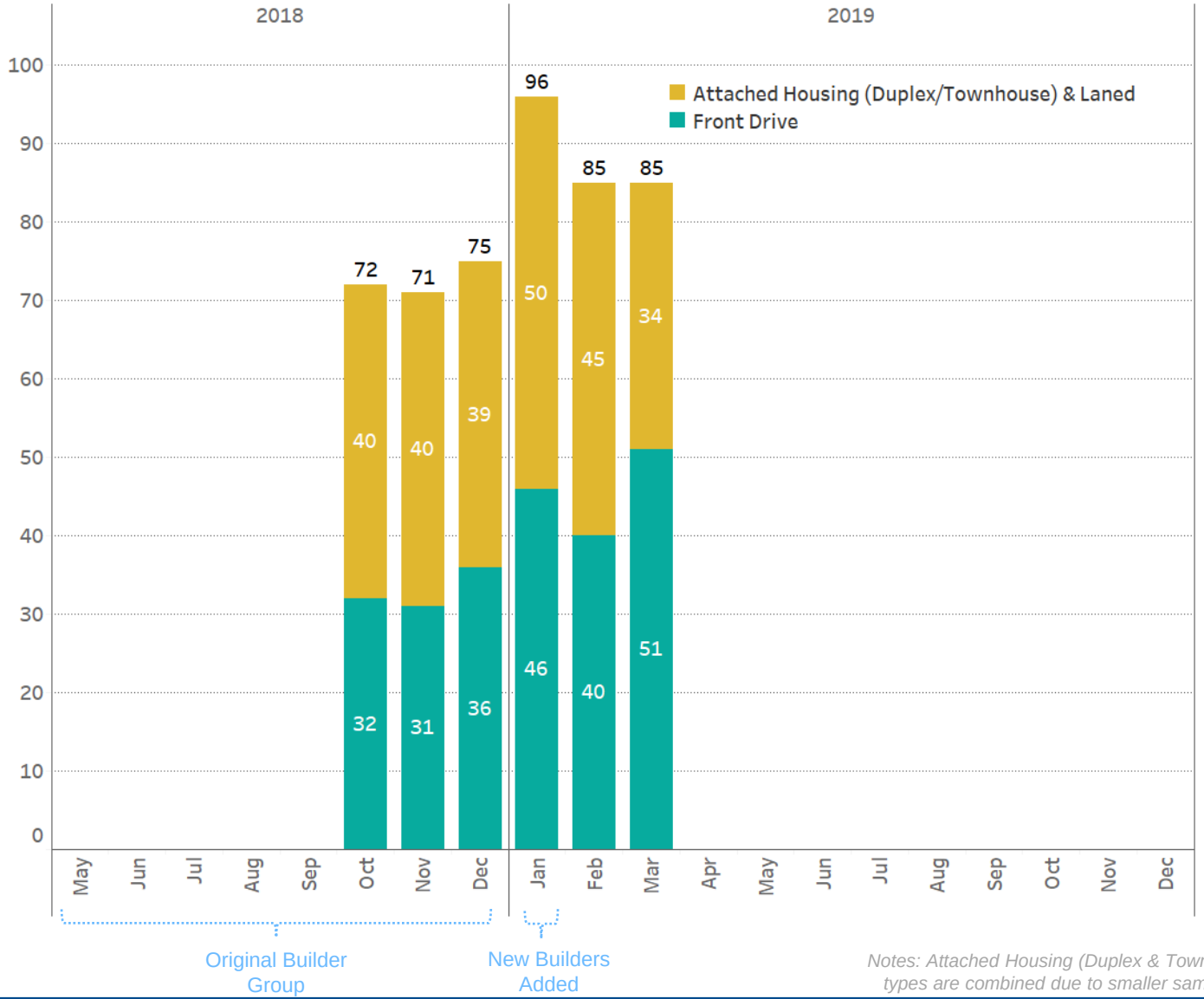


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

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

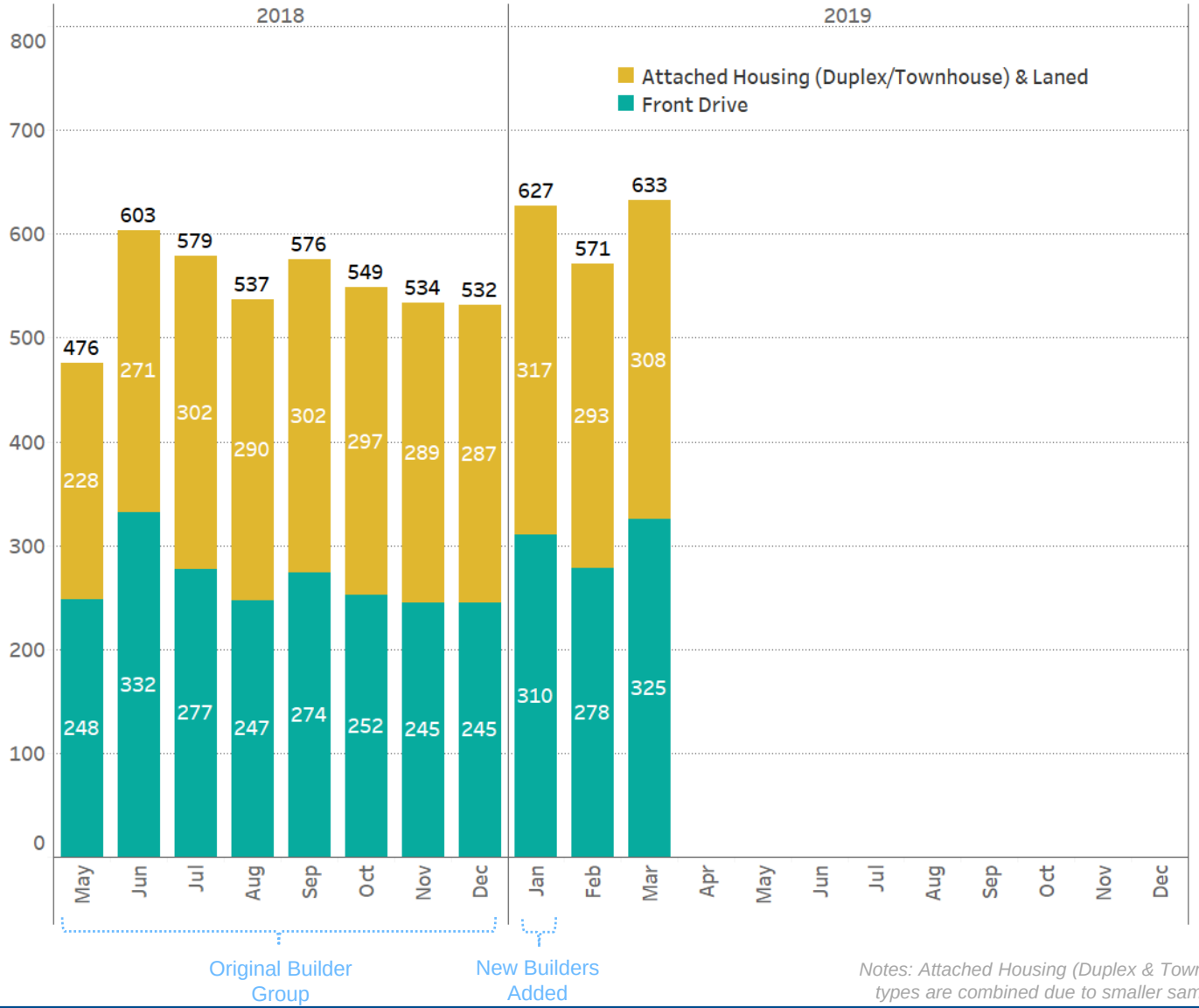


Notes: Attached Housing (Duplex & Townhouse) lot types and Laned lot types are combined due to smaller sample size for Laned lot type info.

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