



Airdrie Single-Family New Homes

Monthly Market Overview
Data for October 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 is 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
- Sterling Homes/Pacesetter by Sterling (Calgary)
- Trico Homes

Note: Beginning in Oct 2020 Stepper Homes was no longer a participating builder

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)

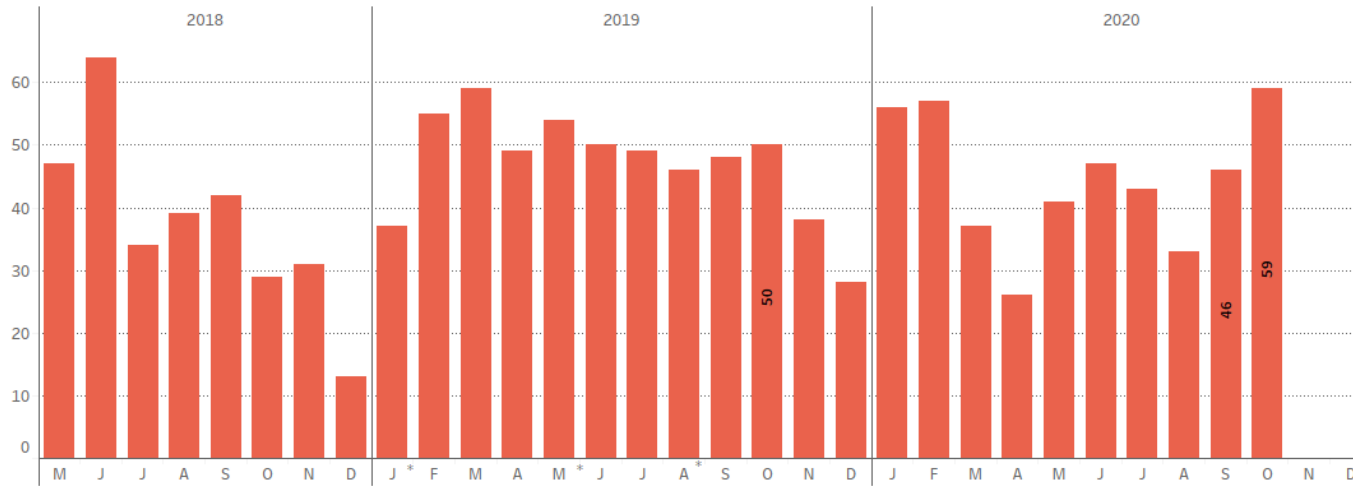
- October saw Airdrie record the second-highest sales volume (59) since Altus began tracking in 2018. The reported sales activity was significantly up in October as pre-sales doubled (32) month-over-month. The increase in sales was expected following a stronger Fall market in Calgary, which had seen elevated sales since July. Demand for Front Drive home product drove sales volumes, with sales levels the highest seen in 2020.
- The average price of homes sold, both Front Drive and Attached Housing (Duplex/Townhouse) & Laned, declined modestly for a second consecutive month. This may indicate that consumers in the Airdrie market are continuing to be price sensitive, despite lower interest rates reducing financing costs. Attached Housing (Duplex/Townhouse) & Laned average sold homes recorded an average sold price of approximately \$310,000, a drop from levels seen throughout 2020.
- Construction starts in Airdrie for October were off the pace slightly in October, but remain higher than levels seen over the Summer. The increase in pre-sales activity should boost construction activity this year, along with low levels of spec inventory. For the second consecutive month, the inventory of available lots increased for both Front Drive and Attached Housing (Duplex/Townhouse) & Laned, but remains low relatively to levels noted in 2018 and 2019.

Total Monthly Sales

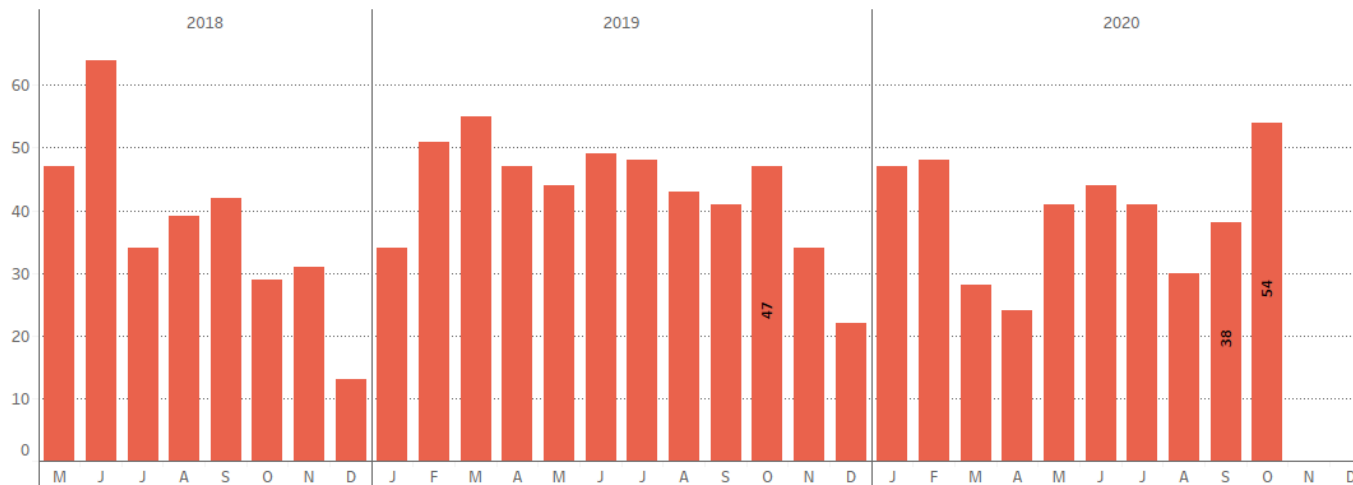
Chart represents the total number of firm sales achieved in each month regardless of construction status (based on data reported by participating builders).



All Participating Builders



Original Participating Builders



* New builder(s) added.

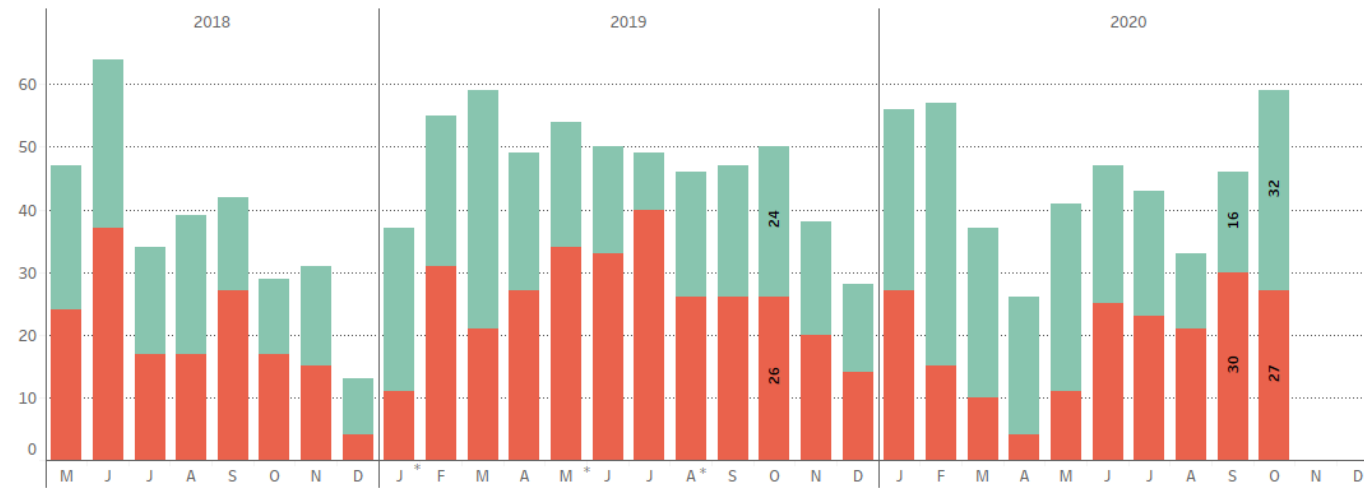
Note: data may include revisions to previously reported numbers.

Pre-Construction Sales vs Spec Home Sales

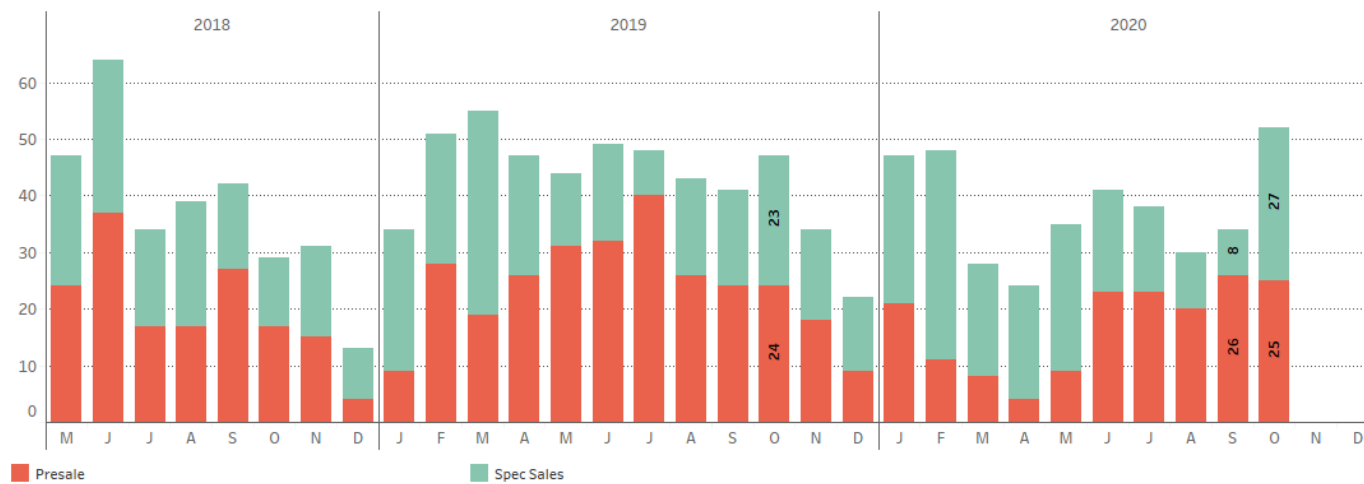
Chart represents the total number of firm sales achieved in each month broken down by pre-construction sales and spec home sales (based on data reported by participating builders).



All Participating Builders



Original Participating Builders



* New builder(s) added.

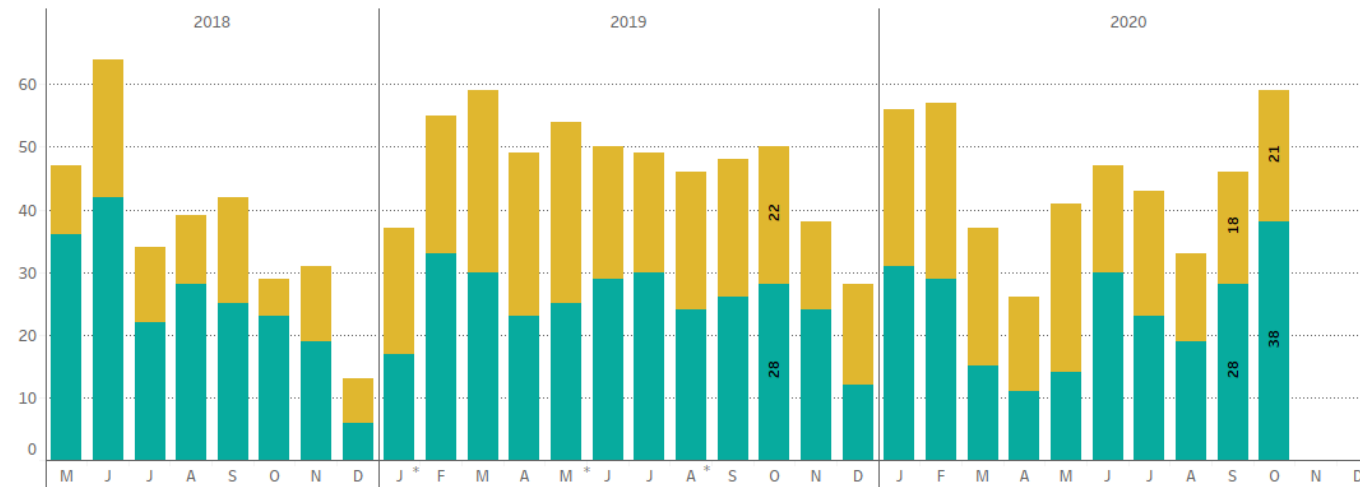
Note: data may include revisions to previously reported numbers.

Monthly Sales by Lot/Home Type

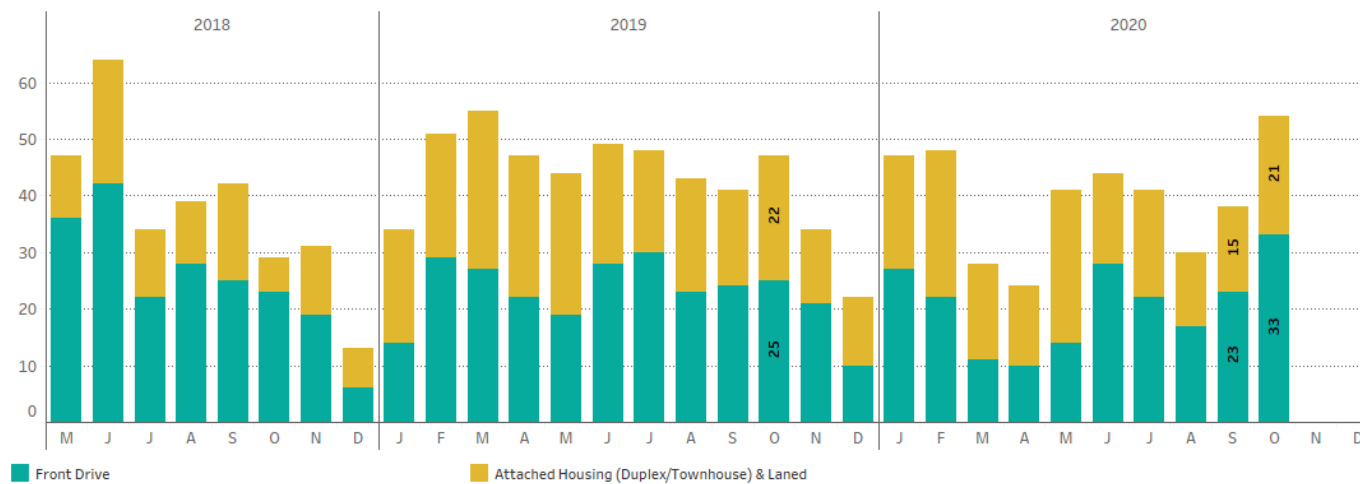
Chart represents the total number of firm sales achieved in each month broken down by lot/home type (based on data reported by participating builders).



All Participating Builders



Original Participating Builders



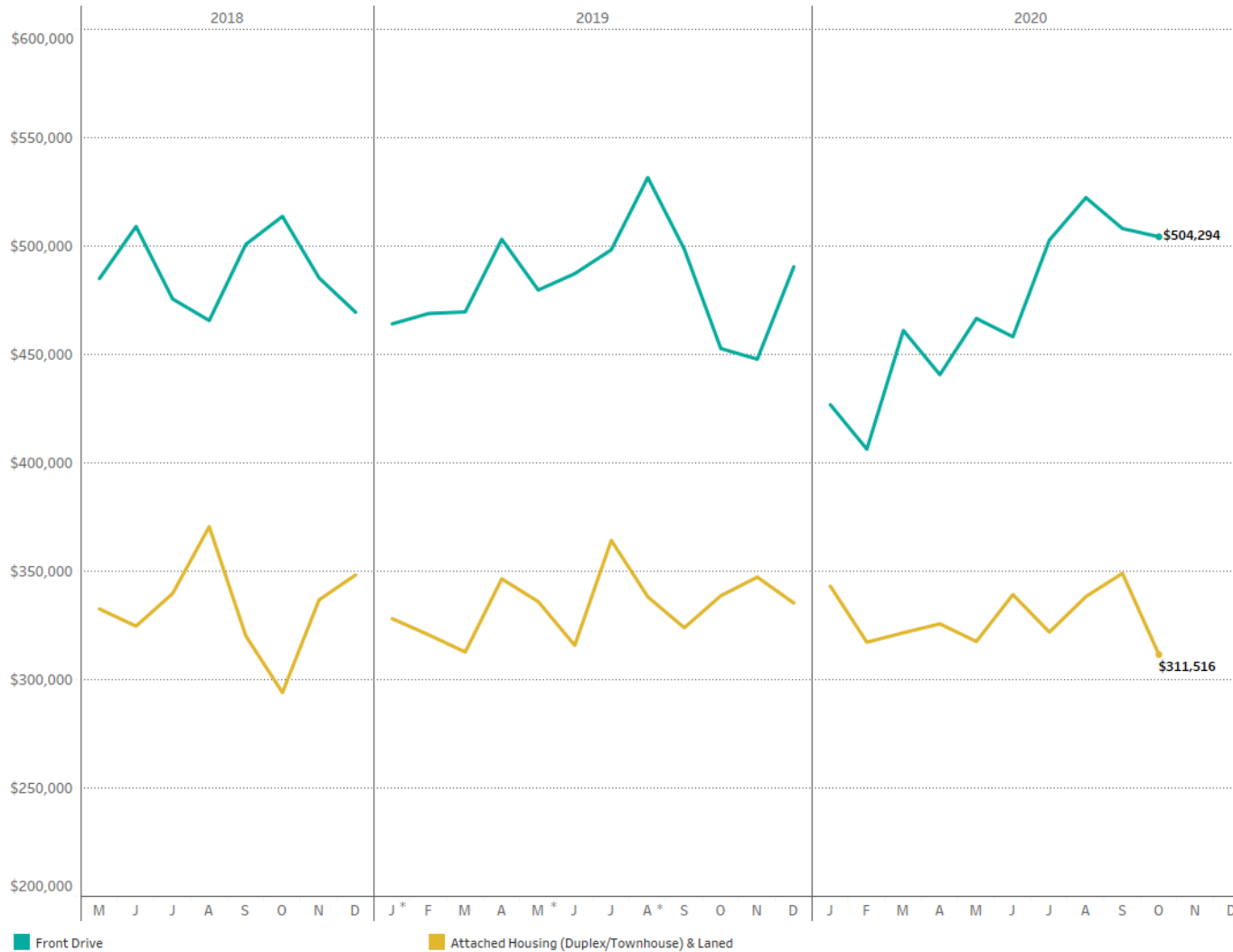
■ Front Drive ■ Attached Housing (Duplex/Townhouse) & Laned

* 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).

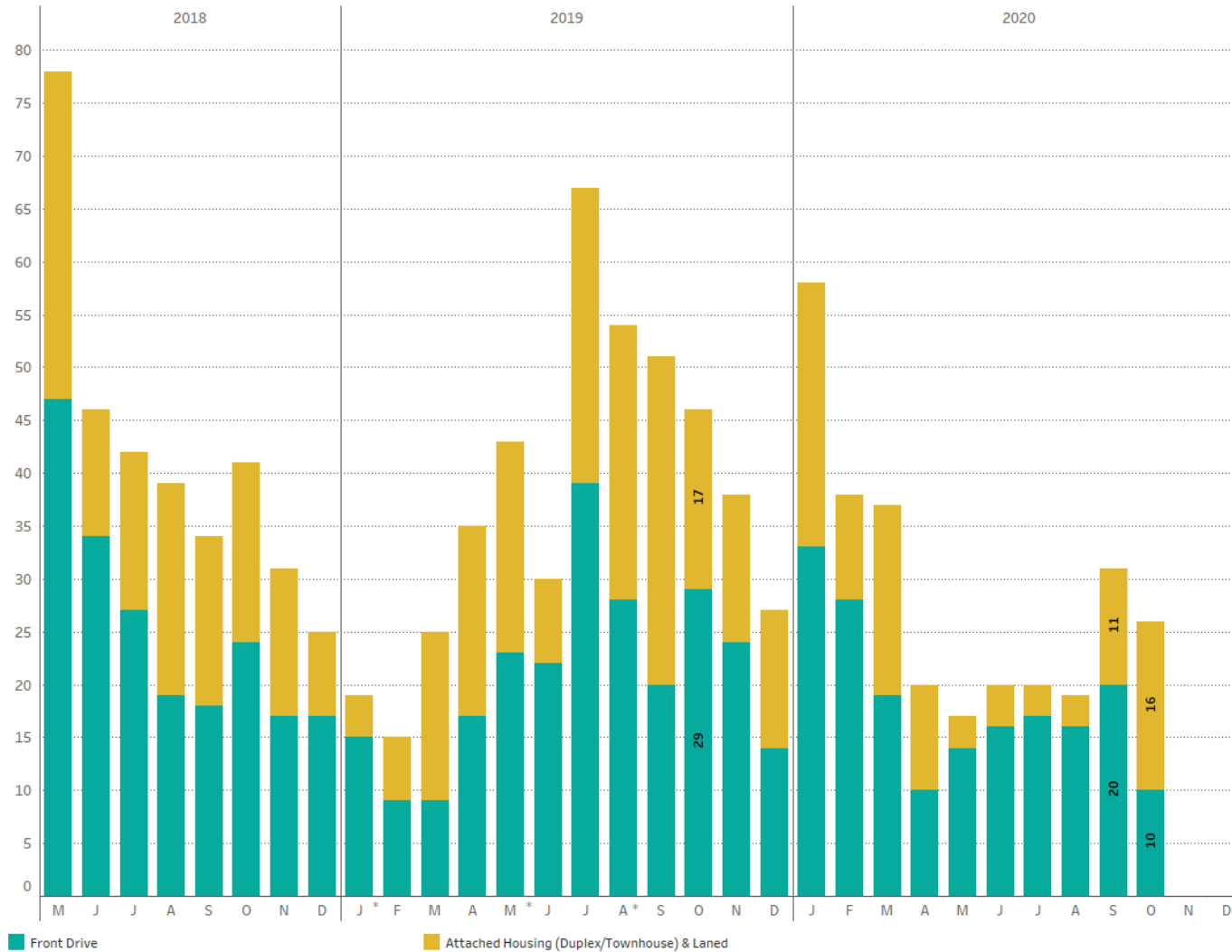


* New builder(s) added.

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).

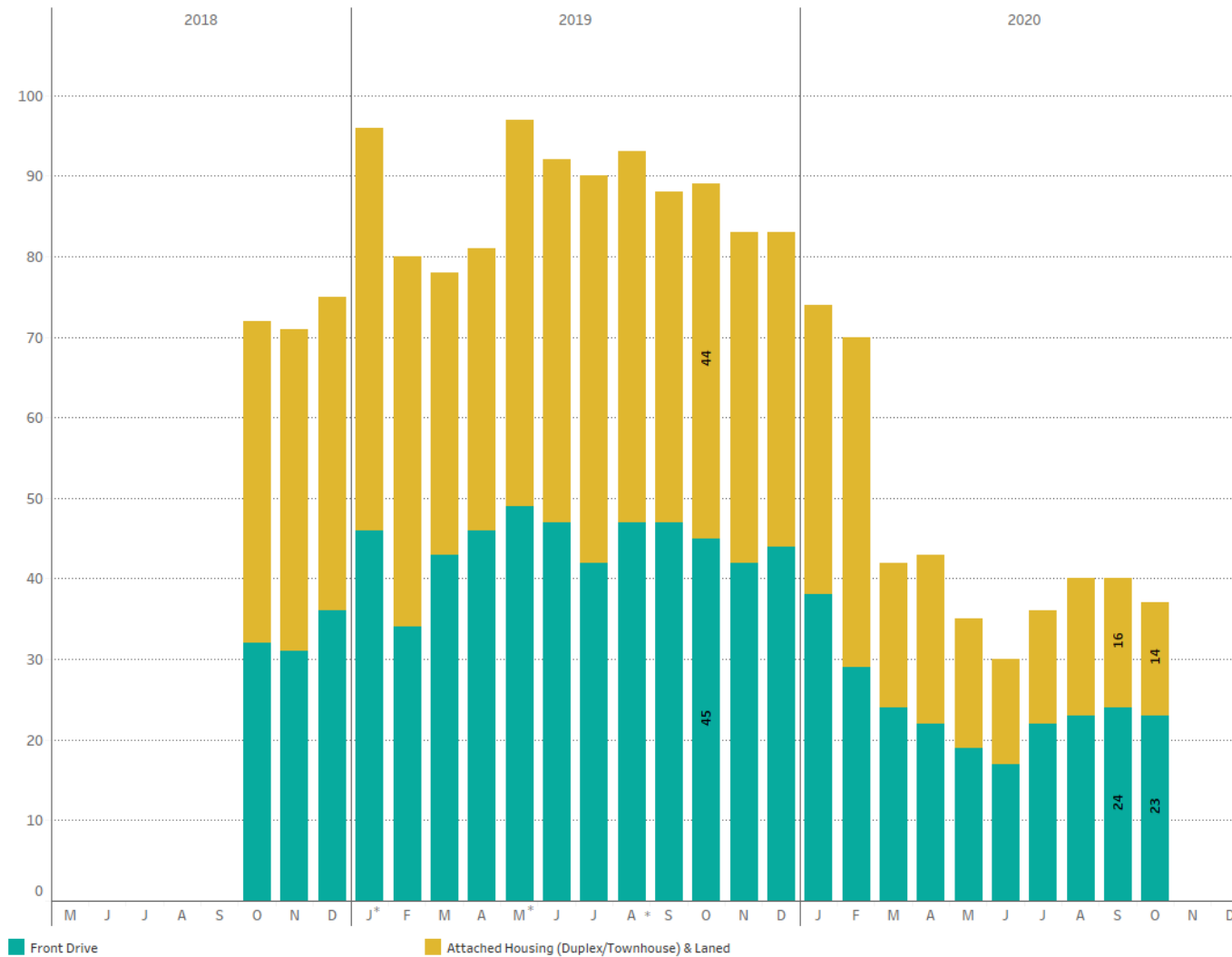


* New builder(s) added.

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.*



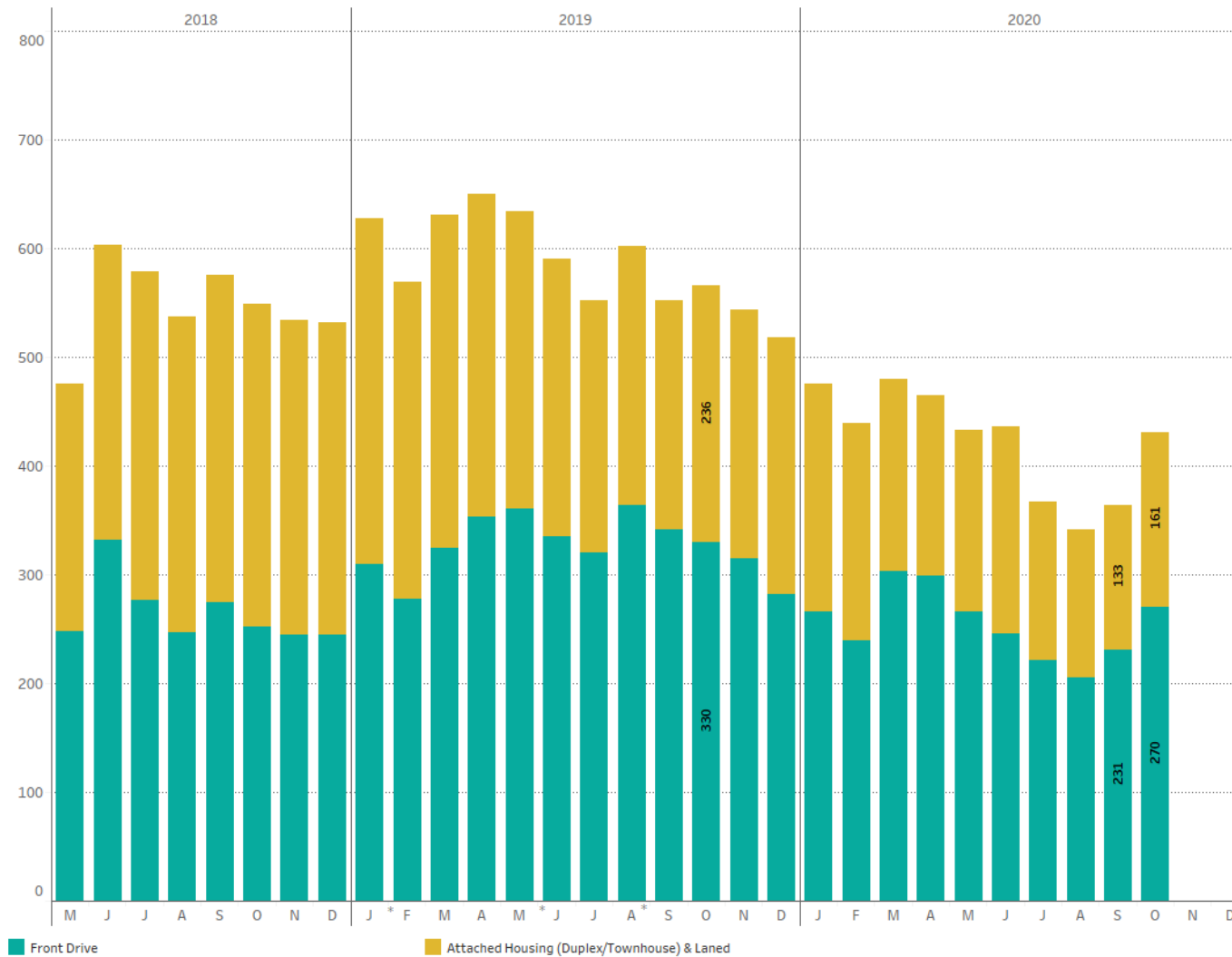
The decrease in attached housing (duplex/townhouse) & laned completed home inventory in March 2020 was in part due to some builder inventory that was removed from the for sale market.

* 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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