Calgary Region: Chestermere, Cochrane & Okotoks Single-Family New Homes

Quarterly Market Overview

Data for Q4 2021

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 single-family new home market for the Calgary Region municipalities of Chestermere, Cochrane and Okotoks which will be produced on a quarterly 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 Chestermere, Cochrane and Okotoks, we can:

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

This quarterly report is made possible by the cooperation and contribution of data from many of the top builder companies in Chestermere, Cochrane and Okotoks. These builder companies combined represent approximately 78% of the single-family new home activity in Chestermere, Cochrane and Okotoks and we will grow that number as more builder companies become data partners. If you are a single-family new home builder in Chestermere, Cochrane or Okotoks 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

- Baywest Homes
- Broadview Homes
- Brookfield Homes
- Calbridge Homes
- Douglas Homes
- Excel Homes
- Homes by Avi
- Jayman Built
- Morrison Homes
- NuVista Homes
- Prominent Homes
- Stepper Homes
- Sterling Homes/Pacesetter by Sterling (Calgary)
- Trico Homes

Highlights – Q4. 2021

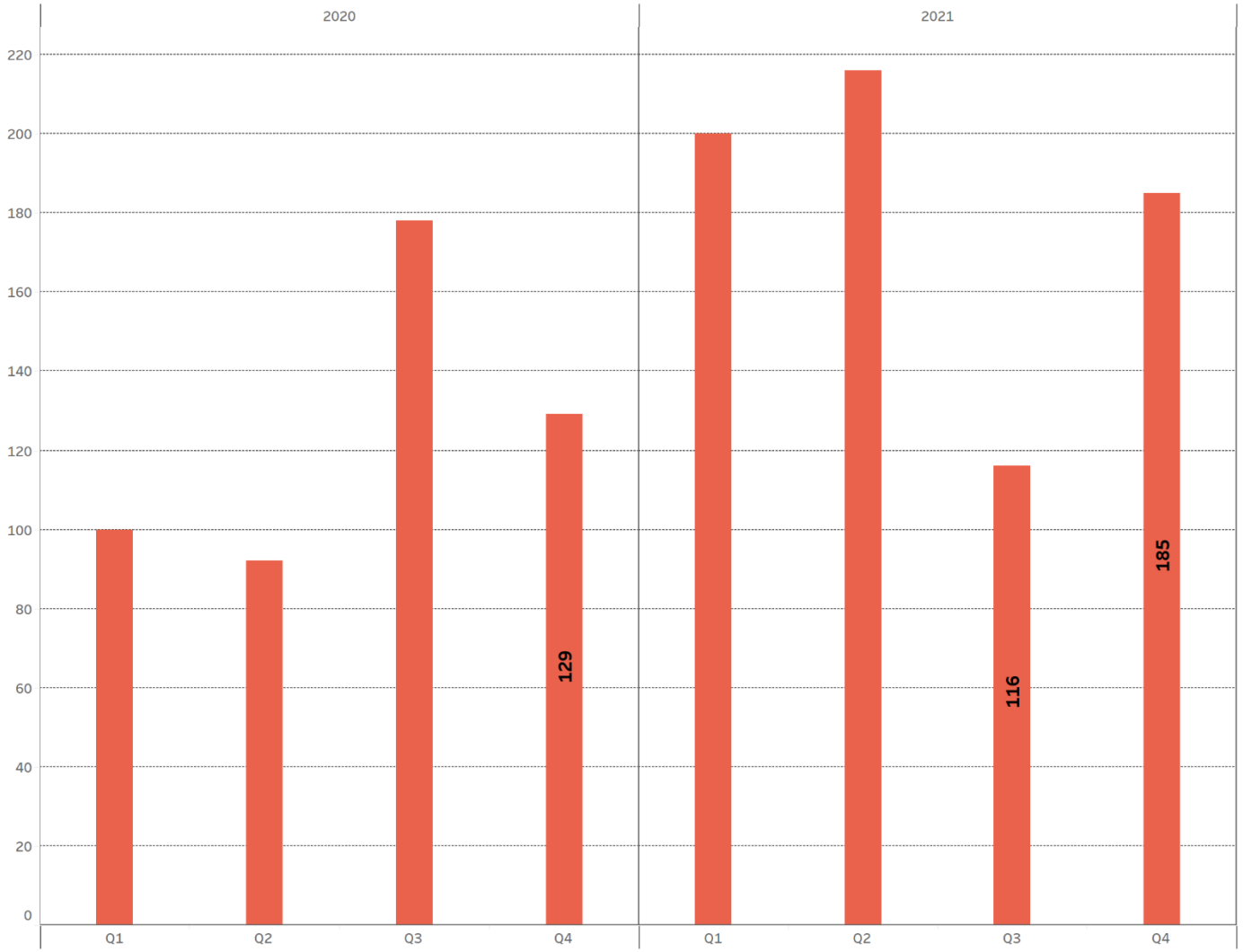
- The Calgary region municipalities of Chestermere, Cochrane and Okotoks finished 2021 strong recovering from a slow Q3. Total sales increased by 35% year over year across the region, with 85% of sales occurring in Chestermere and Cochrane. Comparing total sales from 2021 to 2020, reveals an increase of 45% highlighting the profound effects of the emergence of COVID-19 on the market. Presales' output in Q4 recorded the largest total since the report began in 2020, increasing 75% year over year.

- Similar to the Airdrie market, the three tracked municipalities Front Drive homes market share declined in Q4. Laned home's Q4 sales totals were the highest since the report commenced, depicting a 300% increase year over year. The decline of market share for the preferred Front Drive home type in Chestermere, Cochrane and Okotoks is likely linked to the 20% year over year price increase. Lastly, Front Drive and Laned home prices marked the highest monthly sold average since Q1 2020, increasing by approximately 15% year over year.

- Construction starts in the three tracked regions were flat year over year, although starts could increase in response to the elevated market activity in Q4. Like Airdrie and Calgary, supply for completed home inventory in the three municipalities has been low in response to reduced demand for Spec homes and the elevated demand for presale homes. Lastly, the supply of available lots brought to market increased by 10% year over year, although recovery to pre-pandemic levels has not been achieved. Further upward price pressure across all home types is expected to continue into 2022 until the supply of available lots increases significantly.

Total Quarterly Sales

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

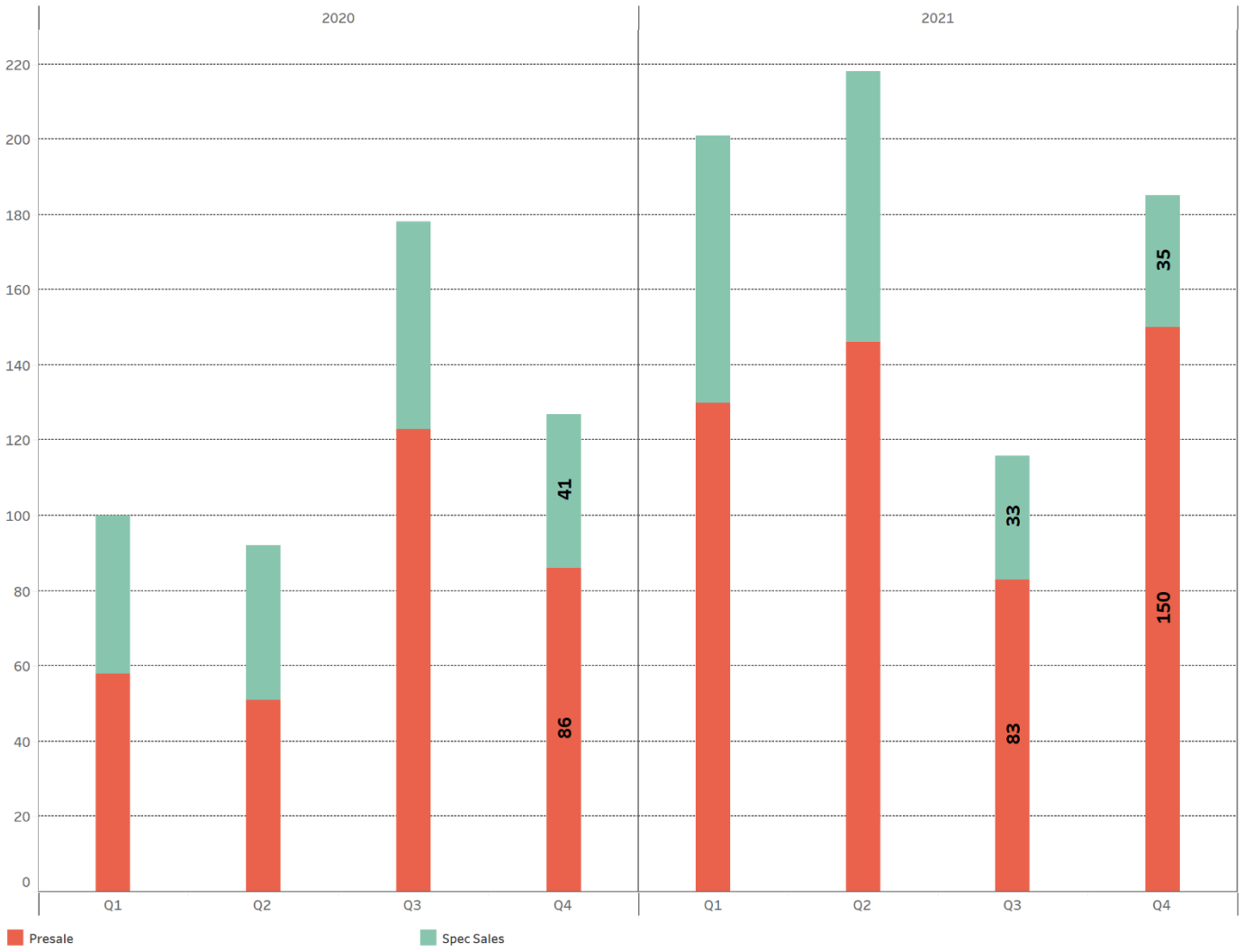


Source: Altus Group

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 quarter broken down by pre-construction sales and spec home sales (based on data reported by participating builders).

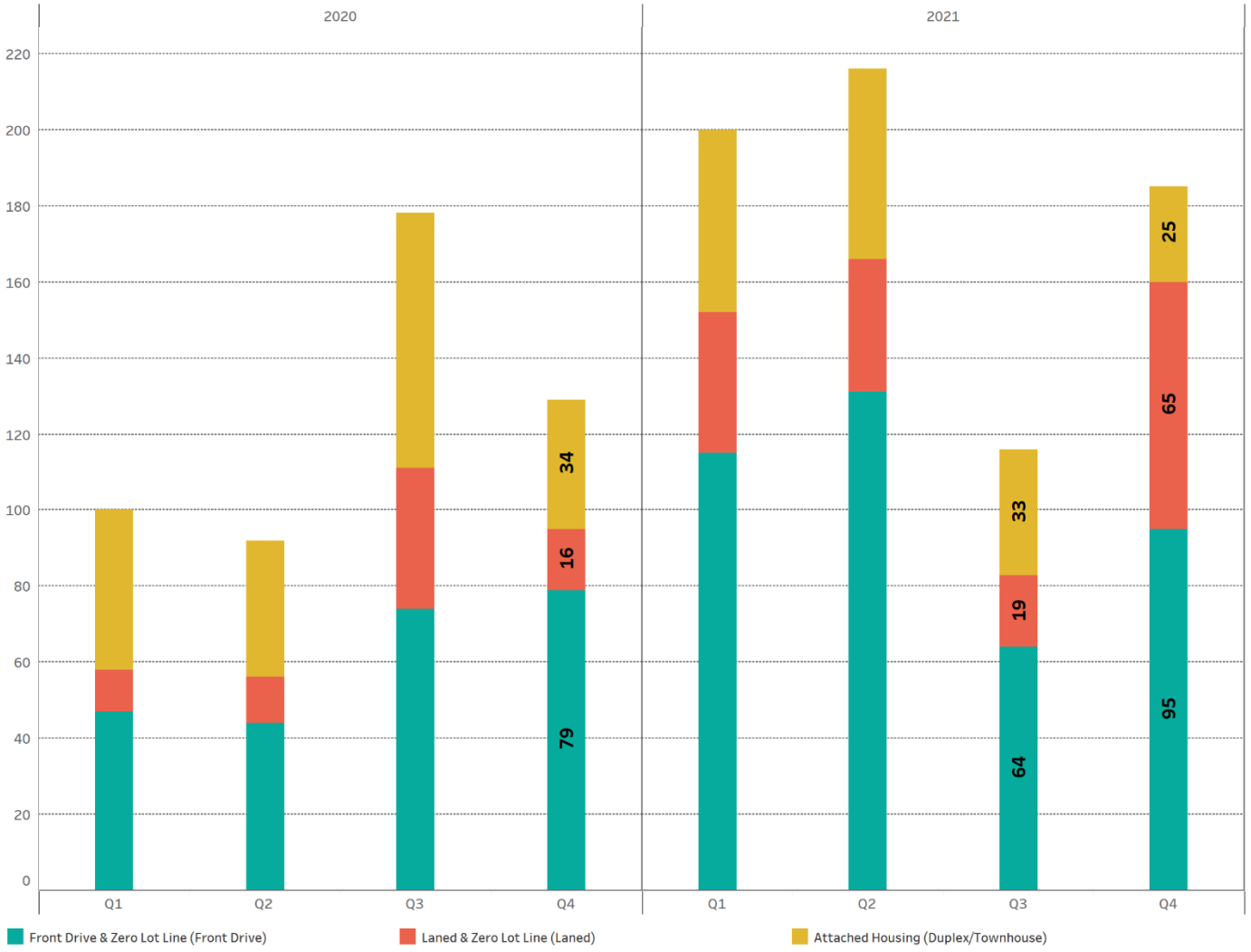


Source: Altus Group

Note: data may include revisions to previously reported numbers.

Quarterly Sales by Lot/Home Type

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

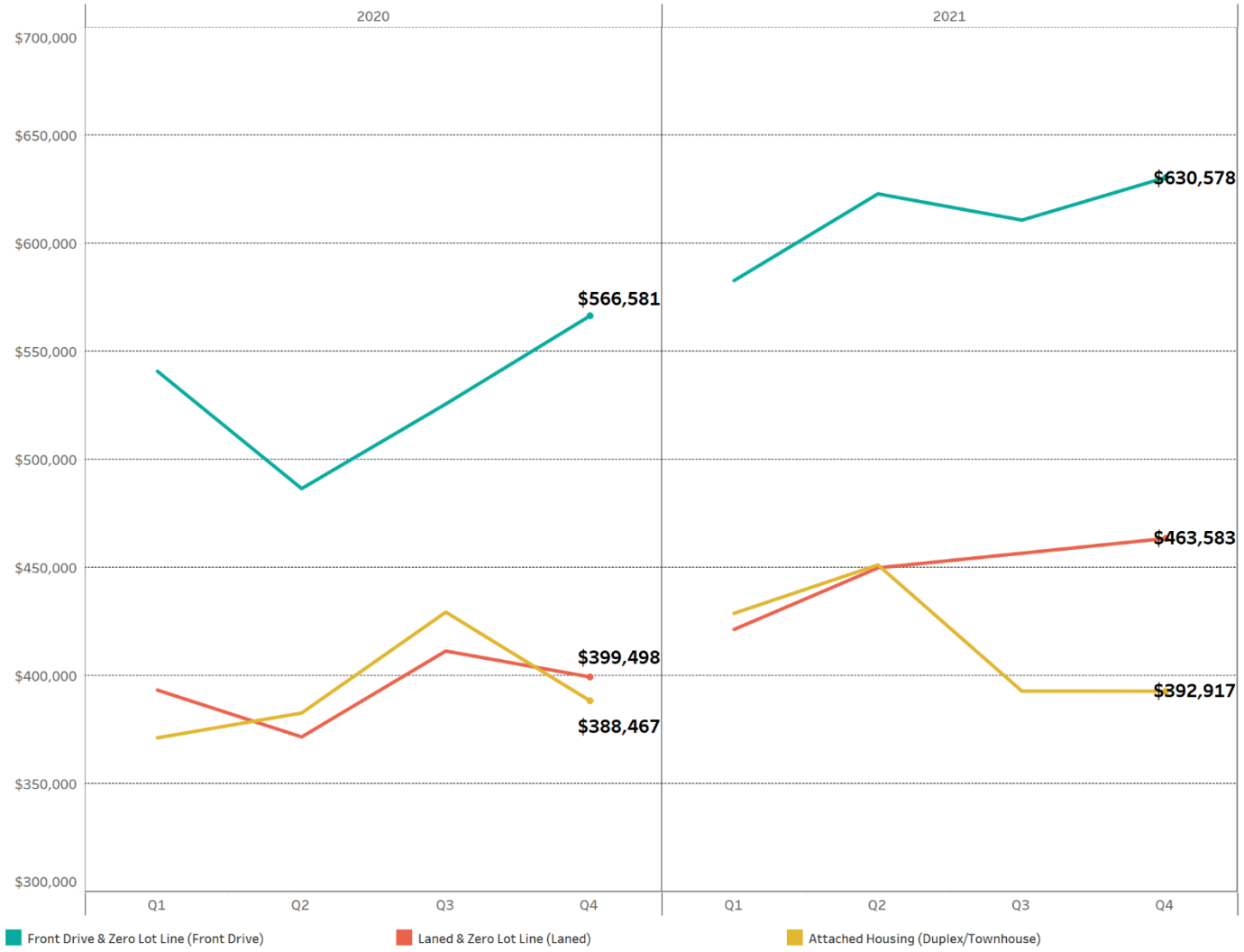


Source: Altus Group

Note: data may include revisions to previously reported numbers.

Average Selling/Contract Price by Lot/Home Type

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

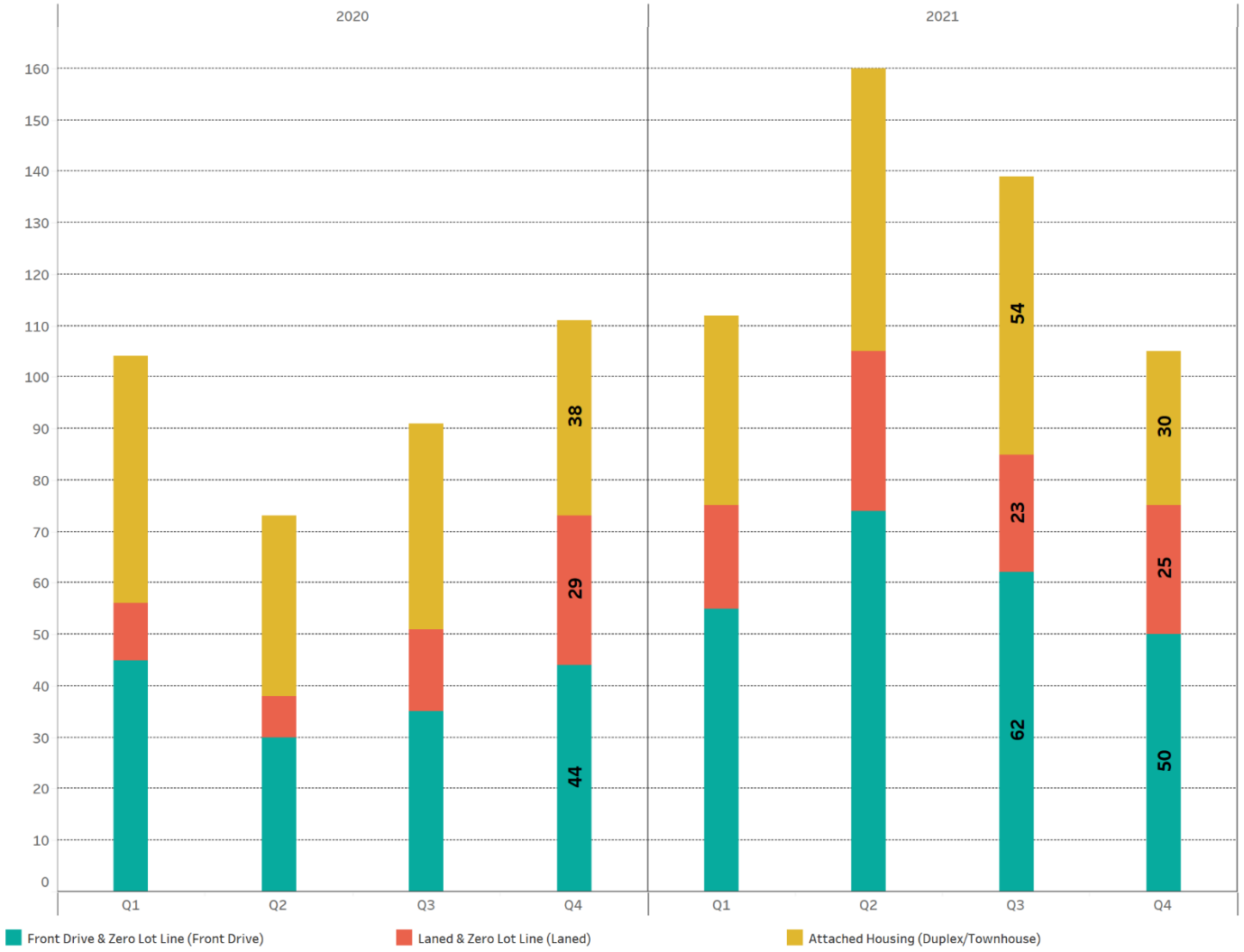


Source: Altus Group

Note: data may include revisions to previously reported numbers.

Quarterly Construction Starts by Lot/Home Type

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

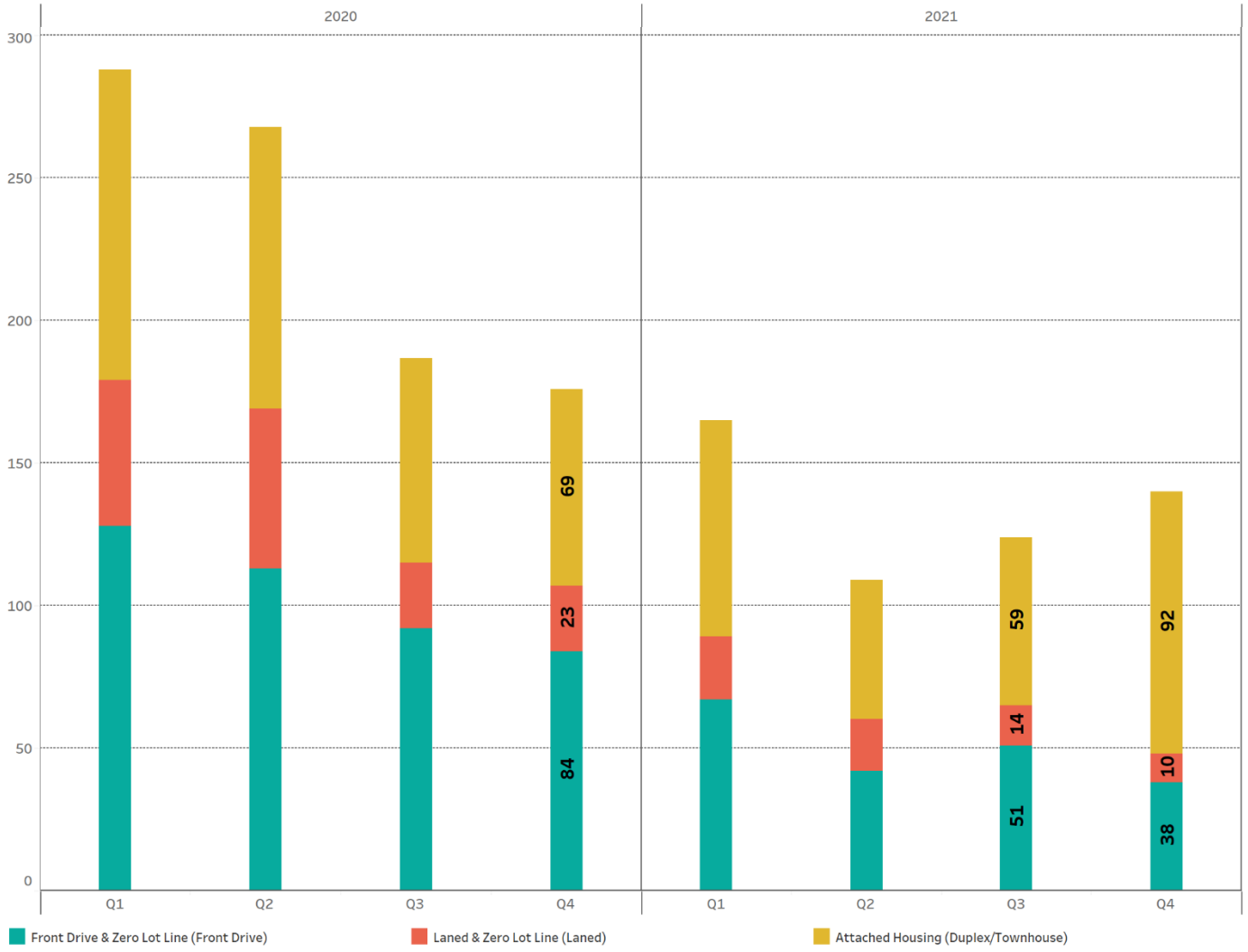


Source: Altus Group

Note: data may include revisions to previously reported numbers.

Completed Home Inventory by Lot/Home Type

Chart represents number of finished homes available for sale with immediate occupancy in each quarter broken down by lot/home type (based on data reported by participating builders).

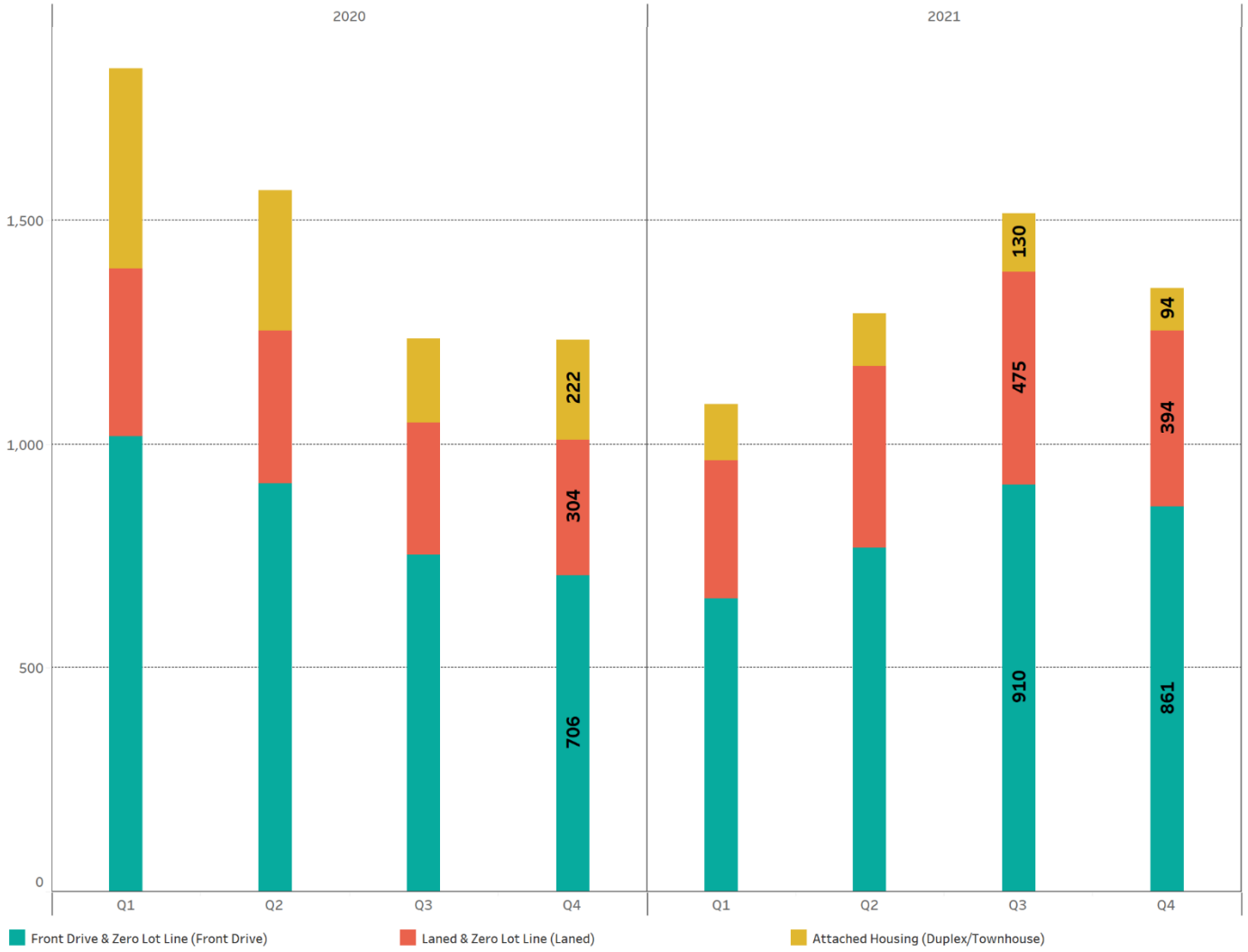


Source: Altus Group

Note: data may include revisions to previously reported numbers.

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 quarter broken down by lot/home type (based on data reported by participating builders).



Source: Altus Group

Note: data may include revisions to previously reported numbers.

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