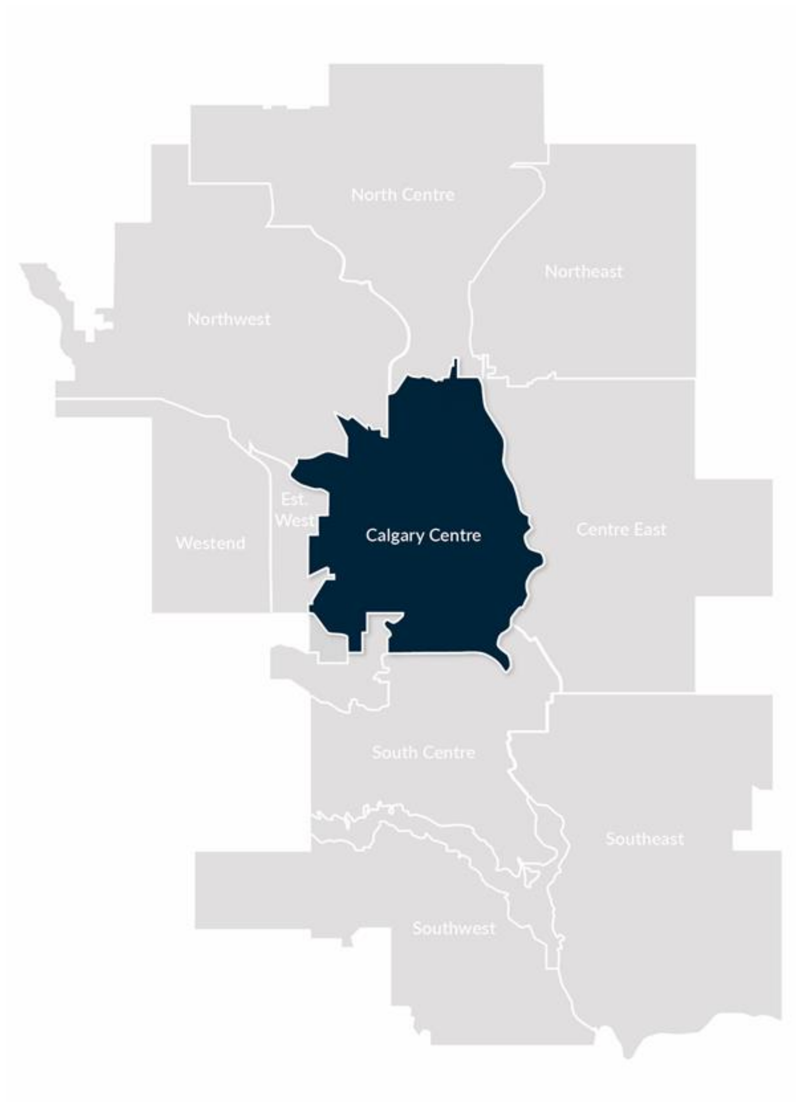
Calgary Market Area
Calgary Inner-City

New Homes Sub Market Report
Data as of March 2020

Calgary Inner-City

Submarket Report – March 2020



YTD Sales March 2020

High Rise Apartment	Mid Rise Apartment	Low Rise Apartment	Townhomes	Total
56	7	6	3	72

Annual Sales

2011	2012	2013	2014	2015	2016	2017	2018	2019
922	1,819	1,815	1,904	937	453	576	433	415

Current Overview:

- There were a total of 27 actively selling phases in the Calgary Inner-City Submarket as of the end of Q1 2020. The number of active phases declined from 31 in the previous quarter with one phase selling out (Minto Communities' Era in Crescent Heights), and three phases deciding to rent out their remaining inventory (RNDSQR's townhomes Grow in Bankview and Peaks x Plains in Altadore, as well as Brava Development's Wilderness Ridge townhomes in Capitol Hill).

- These 27 active phases represent approximately 3,000 new home units, with 718 remaining available for sale and 138 have yet to be released. In total, 75% of the total released units have been sold. Based on 2019 sales activity, the current availability represents approximately 1.7 years of supply. The remaining inventory decreased by 45% compared to Q1 2019 with few phase launches over the past year and many phases switching to rental.

- There were 72 new home sales reported in Q1 2020, reflecting an increase of 47% from Q1 2019. A large portion of this increase is attributed to the sales success at Minto's Era project which sold out during the quarter.

- The current average monthly sales rate for the active phases stands at 1.7 units per month, although sales per phase during the first quarter averaged less than 1 unit per month.

- Red Tree Custom Homes' Bankview townhomes in Bankview was the only new launch for the quarter, bringing 20 units to market with one firm sale recorded.

Current Supply

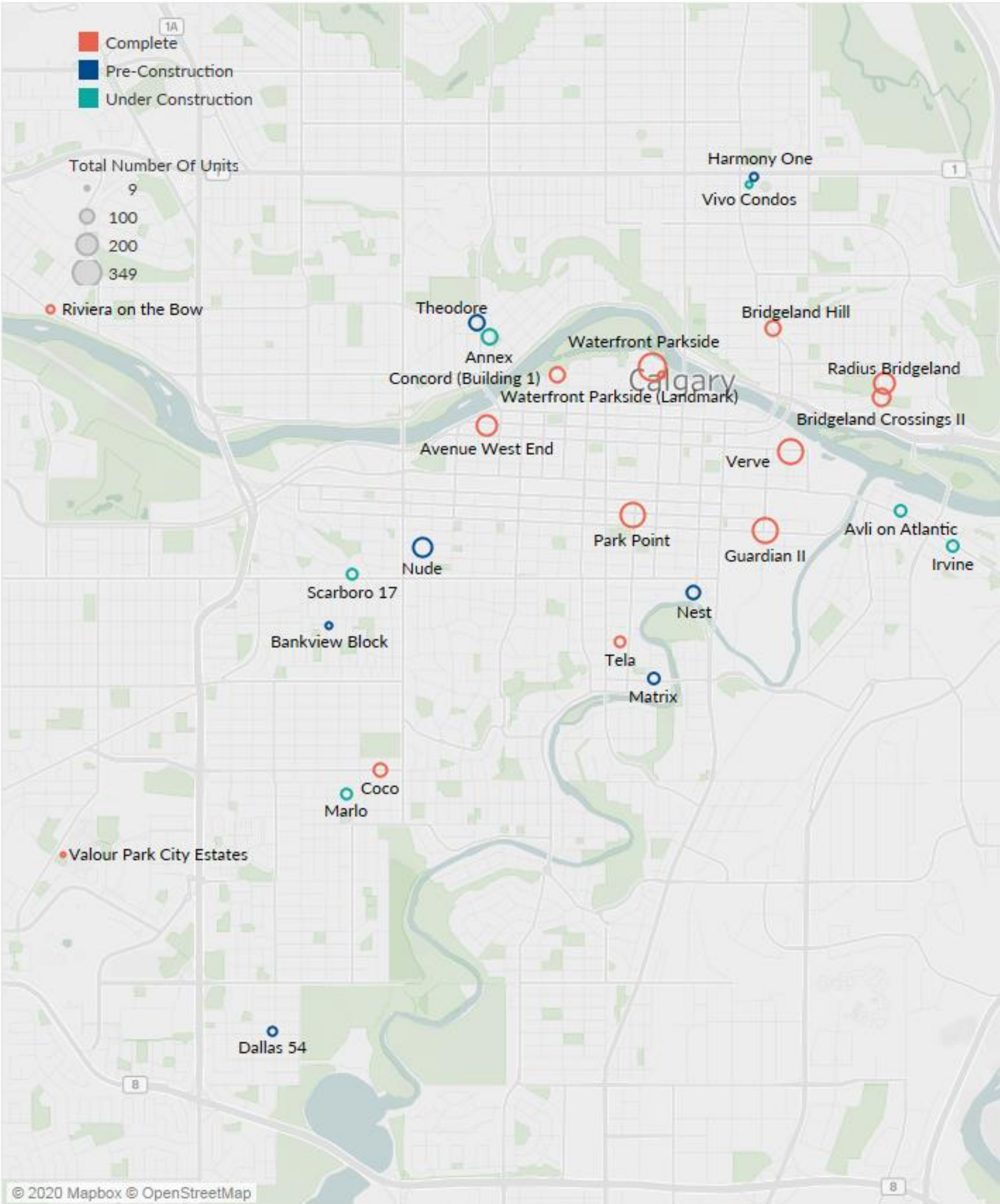
Property Type	Number of Active Phases*	Total Homes	Homes Sold	Homes Available	Unreleased Homes
High Rise Apartment	9	1,882	1,472	403	7
Mid Rise Apartment	8	642	413	213	16
Low Rise Apartment	7	413	259	58	96
Townhomes	3	77	14	44	19
Grand Total	27	3,014	2,158	718	138

**A phase is defined as a component within a project (E.G. A project consisting of three buildings would be counted as having three phases)*

Current Pricing & Size

Property Type	Avg. $/SF Min	Avg. $/SF Max	Current Avg. $/SF	Avg. Min Size	Avg. Max Size
High Rise Apartment	$534	$886	$643	548	1,962
Mid Rise Apartment	$506	$597	$587	663	1,496
Low Rise Apartment	$461	$587	$469	580	1,181
Townhomes	$430	$449	$444	1,632	2,267

Current Active Phases



Active Phases – Top 5 by Quarterly Sales

Phase Name*	Developer	Type	Open Date	Current Avg. $/SF	Homes Sold	Quarterly Sales
Era (Condos)	Minto	High-Rise Apartment	Apr-2019	$595	180	32
Theodore	Graywood Developments Ltd	High-Rise Apartment	May-2019	$603	36	12
Nude	Battistella Developments	High-Rise Apartment	Oct-2018	$538	75	7
Radius Bridgeland	Bucci Development Ltd	Mid-Rise Apartment	Oct-2015	$546	158	6
Park Point	Qualex-Landmark	High-Rise Apartment	Feb-2015	$551	275	4

**A phase is defined as a component within a project (E.G. A project consisting of three buildings would be counted as having three phases)*

Market Insights

- In response to current and on-going health concerns regarding the COVID-19 virus, most sales centres in the Calgary Inner-City Submarket modified their operations starting in the second half of March and are now offering to meet clients by appointment only, or virtually. According to comments shared by sales staff, the overall volume of inquiries they've received has decreased significantly over the last couple of weeks.

- As COVID-19 hit the market during the last two weeks of the quarter, we expect to see a more pronounced impact on sales and inventory during the Q2 period. The market had seen an uptick in activity just prior to the shutdown but it remains to be seen if the market will pick up quickly when the economy begins to open up.

- Era by Minto Communities in Crescent Heights continued to be the top selling phase in the Calgary Inner-City Submarket as it was in Q4 2019. The High-Rise phase achieved 32 sales in the quarter - largely driven by investors - and is now fully sold out.

- Some of the incentives being offered in the submarket in Q1 2020 include 2-year rental guarantees; 2 years of free property management; and significant discounts offered on specific units.

Future Phase Supply**

	Coming Soon (Next 12 months)	
Property Type	**Number of Phases**	**Total Homes**
High Rise Apartment	--	--
Mid Rise Apartment	--	--
Low Rise Apartment	1	66
Townhomes	2	104
Grand Total	3	170

***Based on new openings/releases projected to launch within the next 12 months as confirmed at the time of this report*