



Workers help construct the floor of a house within Silverado in southwest Calgary. Calgary Herald Archive

Builders get busy taking out permits

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CALGARY HERALD

The 10 top-volume builders in the city account for close to 60 per cent of the market, says a research firm.

For the first three quarters of the year, Cardel Homes was the busiest builder with 471 single-family permits taken out during that period, says Horizons Unlimited.

That represents 8.9 per cent of the total 3,086 single-family permits for from Jan. 1 to the end of September, up from Cardel's market share of 7.5 per cent for the same time period last year.

Cedarglen Homes took out 400 single-family permits for the first nine months, putting it in second place with 7.6 per cent of the total for the city, and Jayman MasterBuilt was third with 394 permits and 7.5 per cent of the market share.

Homes by Avi and Excel Homes rounded out the top five, and Morrison, Shane, Sterling, Beattie and Heartland, the rest of the top 10.

Shane Homes, in sixth spot with 254 permits, had 4.8 per cent of the activity, but, says Shane Wenzel, vice-president of sales and marketing, the numbers change dramatically if you count the areas surrounding Calgary as well.

"We started working on areas outside Calgary about five years ago, because consumers were looking there as well, and as our numbers indicate, it hasn't hurt our sales volume."

Counting areas such as Okotoks, Airdrie and Chestermere, third-quarter stats show Jayman in first place with 534 single-family

permits, Excel/Centrex Homes in second with 514 permits, and Shane in third place with a total of 489 permits.

Cardel, which was first within the city, comes in fourth with 471.

Moving outside the city gives people "the opportunity to save a bit of money, and not everyone wants to live in the city," says Wenzel. "There are advantages to the small-town lifestyle, and yet it's close to the city."

Shane is working in 13 communities in and around Calgary at this time.

The most active community in Calgary is Panorama Hills by Genstar Development Co. in the north-central sector.

For the first nine months, it had 450 permits taken out by builders, compared to Evergreen and Silverado, both in the southwest, in second place with 354 permits each.

Even so, the south, and southeast, were the most active areas of the city during the year, with 32 per cent of the total permits, or 1,692 of 5,286 taken out.

That sector includes such new communities as Cranston, Auburn Bay, McKenzie Towne, New Brighton, and Copperfield.

The north, southwest and centre of the city together accounted for an additional 45 per cent of the activity, with the other areas taking up the rest.

Areas such as the northwest, traditionally one of the busiest in the city with one of the most active new communities in Tuscany, are close to build-out.

Carma Developers was the most active developer during the period, followed by Genstar, then United, Hopewell and Qualico.



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