



DECEMBER 2011 BACKGROUND FACTS

- ESTABLISHED IN 1957
- GEOGRAPHICAL AREA COVERS A 60-90 MILE RADIUS FROM LETHBRIDGE:
In the County of Lethbridge, M D of Taber,
M. D. of Willow Creek, Cardston County
County of Warner, M.D. of Pincher Creek
& the Municipality of the Crowsnest Pass

- Membership of 302 licensees: 74 from Rural areas and 228 in Lethbridge
- 46 Offices 25 from Rural areas and 21 in Lethbridge
- 44 Contract Subscribers

- Mission Statement: "The Association shall ensure the maximum level of service to its Members through the growth of membership, the promotion of the MLS™ system, and the enhancement of the highest standards of education and professional conduct."

- All listings of real estate on the MLS™ system automatically are uploaded on the INTERNET on "www.realtor.ca"

- Membership of a Board by a real estate licensee brings membership in the Alberta Real Estate Association and the Canadian Real Estate Association which in turn brings with it marketing power, technological leadership and support, professional expertise, a Code of Ethics and Standard of Business Practice and political clout.



Lethbridge and District Association of REALTORS®
MLS ® Statistic Report
[DECEMBER 2011]

	2011	2010	2009	%INC/DEC [2010 - 2011]
Total # of Listings [Month]	250	237	219	5%
Total # of Listings YTD	5837	5643	5302	3%
Total # of Expired Listings [Month]	568	474	343	20%
Total # of Expired Listings YTD	2740	2461	2114	11%
Total # of Sales [Month]	116	94	102	23%
Total # of Sales YTD	2174	2079	2354	5%
Total Sales Dollar Volume [Month]	\$36,744,000	\$23,860,500	\$22,831,453	54%
Total Sales Dollar Volume YTD	\$546,448,663	\$516,643,672	\$576,715,303	6%

[Show Chart](#)

	2011	2010	2009	TOTAL
Total # of Closed Sales [Month]	116	94	104	314
Total # of Closed Sales YTD	2172	2075	2355	6602
Total Dollar Volume of Closing Sales YTD	\$545,782,563	\$515,856,872	\$576,888,303	\$1,638,527,738
Total # Sales Pending	13	0	0	13
Total Dollar Volume of Sales Pending	\$	\$0	\$0	\$0

**Number of Active Listings in the MLS ® System
At time of Report Creation.
(click Number for Current Detailed Report)**

[1511](#)

NUMBER OF UNITS SOLD BY PRICE	2011		2010	
	MONTH	YEAR	MONTH	YEAR
Under 50,000	1	68	2	57
50,000 - 79,999	4	70	2	64
80,000 - 109,999	7	88	2	89
110,000 - 139,999	5	118	4	102
140,000 - 159,999	4	86	6	95
160,000 - 179,999	7	141	2	119
180,000 - 199,999	4	115	9	142
200,000 - 219,999	13	173	11	217
220,000 - 229,999	4	104	5	85
230,000 - 239,999	6	116	5	105
240,000 - 249,999	5	93	3	98
250,000 - 259,999	7	116	3	121
260,000 - 269,999	7	104	4	81
270,000 - 279,999	5	80	3	70
280,000 - 289,999	1	72	2	70
290,000 - 299,999	6	69	5	50
300,000 - 349,999	10	245	12	254
350,000 - 399,999	10	145	4	105
400,000 - 499,999	4	102	7	98
500,000 - 699,999	2	48	3	45
700,000 - 999,999	3	17	0	9
1,000,000 +	1	4	0	3

Lethbridge and District Association of REALTORS®
MLS ® Statistic Report
MLS Activity by Area
[DECEMBER 2011]

Area	2011							2010						
	Listings		Sales		Total Sale Price			Listings		Sales		Total Sale Price		
	Month	YTD	Month	YTD	Month	YTD	12 Month	Month	YTD	Month	YTD	Month	YTD	12 Month
0203-203NO	43	821	27	351	\$7,024,700	\$80,684,067	\$80,684,067	36	795	16	343	\$3,662,700	\$85,910,475	\$85,910,475
0203-203SO	49	1018	24	452	\$7,158,500	\$121,082,180	\$121,082,180	22	903	14	395	\$3,712,500	\$103,397,403	\$103,397,403
0203-203WE	50	1223	29	553	\$14,761,800	\$165,249,580	\$165,249,580	47	1173	28	536	\$7,855,400	\$154,200,286	\$154,200,286
Total	142	3062	80	1356	\$28,945,000	\$367,015,827	\$367,015,827	105	2871	58	1274	\$15,230,600	\$343,508,164	\$343,508,164
Lethbridge County (0204)	40	757	10	252	\$2,531,000	\$64,807,893	\$64,807,893	49	743	12	259	\$2,889,900	\$62,338,549	\$62,338,549
Cardston County (0053)	7	256	2	75	\$300,000	\$14,152,400	\$14,152,400	14	317	3	65	\$700,000	\$11,508,066	\$11,508,066
I.D. Waterton (0159)	0	6	0	1	\$0	\$450,000	\$450,000	0	6	0	1	\$0	\$465,000	\$465,000
MD Pincher Creek (0251)	6	300	3	84	\$646,000	\$17,245,810	\$17,245,810	9	258	3	78	\$1,151,900	\$19,234,300	\$19,234,300
MD of Taber (0312)	15	449	11	149	\$2,476,900	\$31,793,100	\$31,793,100	21	488	8	164	\$1,901,100	\$33,262,850	\$33,262,850
Warner County (0340)	12	279	1	77	\$75,000	\$13,394,750	\$13,394,750	14	266	1	71	\$78,000	\$11,836,250	\$11,836,250
MD Willow Creek (0353)	11	192	2	52	\$468,000	\$10,456,550	\$10,456,550	12	197	4	48	\$850,500	\$10,794,995	\$10,794,995
Munic of Crowsnest Pass (0361)	12	452	7	112	\$1,302,100	\$24,159,633	\$24,159,633	10	431	5	106	\$1,058,500	\$21,761,398	\$21,761,398
Out of Board Area	5	84	0	16	\$0	\$2,972,700	\$2,972,700	3	66	0	13	\$0	\$1,934,100	\$1,934,100
Total	250	5837	116	2174	\$36,744,000	\$546,448,663	\$546,448,663	237	5643	94	2079	\$23,860,500	\$516,643,672	\$516,643,672

Average Sales YTD 2011	\$251,356	Average Sales YTD 2010	\$248,506
Month: DECEMBER 2011		Month: DECEMBER 2010	
YTD: JANUARY 2011 - DECEMBER 2011		YTD: JANUARY 2010- DECEMBER 2010	
12 Month: JANUARY 2011 - DECEMBER 2011		12 Month: JANUARY 2010 - DECEMBER 2010	

Lethbridge and District Association of REALTORS®
MLS ® Statistic Report
Residential (single family) Activity by Area
[DECEMBER 2011]

	2011								2010							
	Listings		Sales		Sales/Listings Ratio		Average Sale Price		Listings		Sales		Sales/Listings Ratio		Average Sale Price	
Area	Month	YTD	Month	YTD	Month	YTD	Month	12 Month	Month	YTD	Month	YTD	Month	YTD	Month	12 Month
0203-203NO	20	628	24	287	120%	46%	\$241,033	\$239,038	26	609	13	294	50%	48%	\$246,808	\$240,616
0203-203SO	34	711	13	326	38%	46%	\$328,115	\$294,254	8	586	9	264	113%	45%	\$288,222	\$287,813
0203-203WE	36	952	23	480	64%	50%	\$294,561	\$302,268	34	920	22	430	65%	47%	\$304,064	\$298,958
Total	90	2291	60	1093	67%	48%	\$280,420	\$283,275	68	2115	44	988	65%	47%	\$283,907	\$278,619
Lethbridge County (0204)	23	446	6	164	26%	37%	\$188,500	\$253,993	19	397	6	167	32%	42%	\$248,900	\$245,709
Cardston County (0053)	3	130	1	52	33%	40%	\$125,000	\$201,363	8	180	3	34	38%	19%	\$233,333	\$205,383
I.D. Waterton (0159)	0	5	0	1	%	20%	\$	\$450,000	0	3	0	1	%	33%	\$	\$465,000
MD Pincher Creek (0251)	2	128	2	48	100%	38%	\$178,000	\$208,175	4	107	2	44	50%	41%	\$260,950	\$232,195
MD of Taber (0312)	14	325	9	117	64%	36%	\$229,156	\$213,240	12	337	6	116	50%	34%	\$259,683	\$214,597
Warner County (0340)	9	177	1	49	11%	28%	\$75,000	\$156,801	10	160	1	47	10%	29%	\$78,000	\$166,760
MD Willow Creek (0353)	8	114	2	33	25%	29%	\$234,000	\$179,582	2	107	3	28	150%	26%	\$244,167	\$210,964
Munic of Crowsnest Pass (0361)	6	225	5	84	83%	37%	\$185,220	\$224,767	5	223	4	70	80%	31%	\$253,625	\$218,489
Out of Board Area	2	18	0	5	0%	28%	\$	\$201,940	0	17	0	6	%	35%	\$	\$169,167
Total	157	3859	86	1646	55%	43%	\$255,450	\$261,626	128	3646	69	1501	54%	41%	\$269,425	\$259,108

Average Sales YTD 2011

\$261,626

Average Sales YTD 2010

\$259,108

Month: DECEMBER 2011

Month: DECEMBER 2010

YTD: JANUARY 2011 - DECEMBER 2011

YTD: JANUARY 2010 - DECEMBER 2010

12 Month: JANUARY 2011 - DECEMBER 2011

12 Month: JANUARY 2010 - DECEMBER 2010