

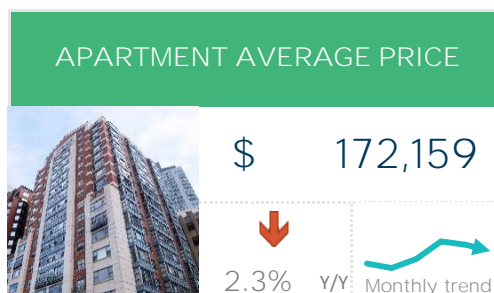
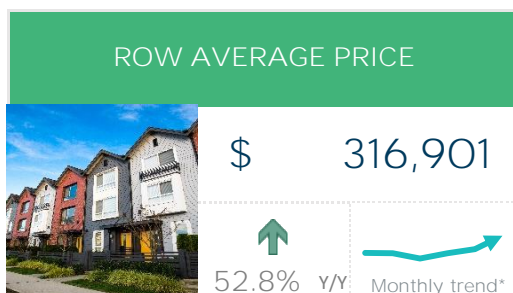
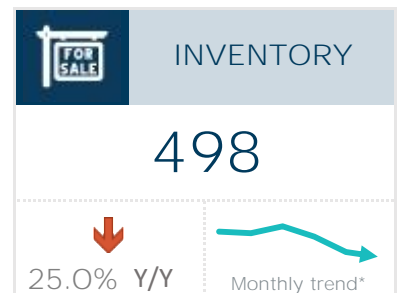
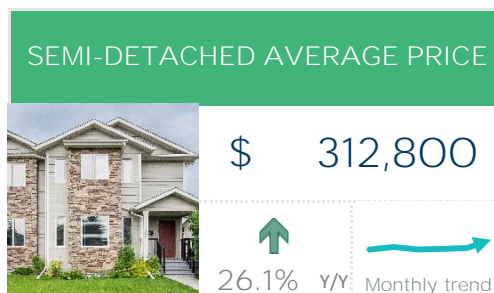
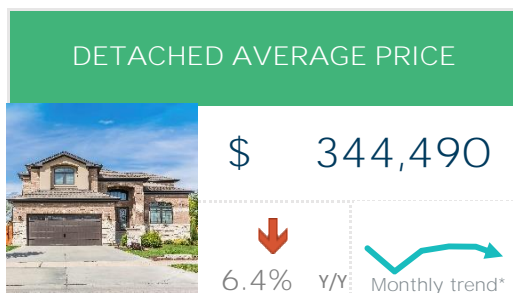
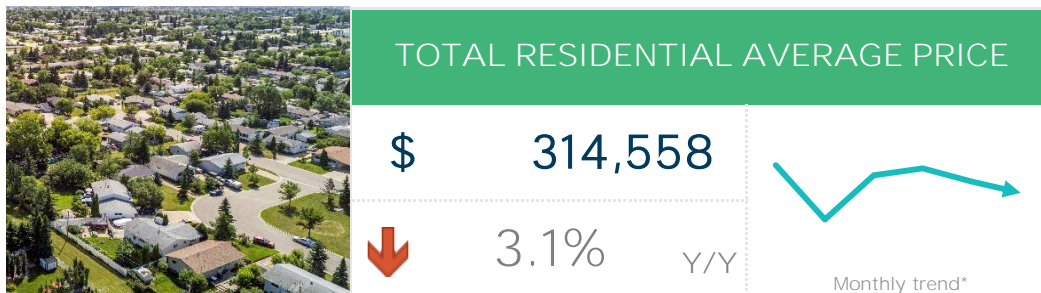
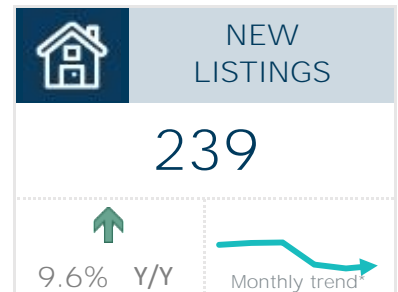
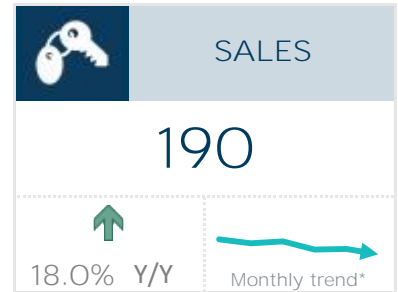
August 2021

## Market Trend Summary

While trending down from record levels posted earlier in the year, sales activity remains robust in August at 190 sales, an improvement relative to last year and significantly higher than longer-term averages for the month. Year-to-date, Lethbridge is still on pace for a record year of sales.

Gains in new listings this month helped alleviate some of the supply shortage issues impacting the Lethbridge market. However, with months of supply remaining below three months, conditions continue to favour the seller.

Despite the relatively tight conditions, prices did post some declines this month. However, some of that can be related to shifts in distributions with lower-end homes selling this month. Overall year-to-date prices have improved by nearly six per cent across the entire market and over nine per cent for detached homes.



\*Monthly trend data is based on seasonally adjusted data, where the prior 6 months is displayed  
Data source: Pillar 9

## August 2021

### August 2021

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	127	9%	172	4%	336	-28%	74%	2.65	-34%	\$344,490	-6%
Semi	10	-38%	19	58%	36	0%	53%	3.60	60%	\$312,800	26%
Row	26	73%	17	-29%	39	-59%	153%	1.50	-76%	\$316,901	53%
Apartment	27	93%	31	82%	87	34%	87%	3.22	-31%	\$172,159	-2%
<b>Total Residential</b>	<b>190</b>	<b>18%</b>	<b>239</b>	<b>10%</b>	<b>498</b>	<b>-25%</b>	<b>79%</b>	<b>2.62</b>	<b>-36%</b>	<b>\$314,558</b>	<b>-3%</b>

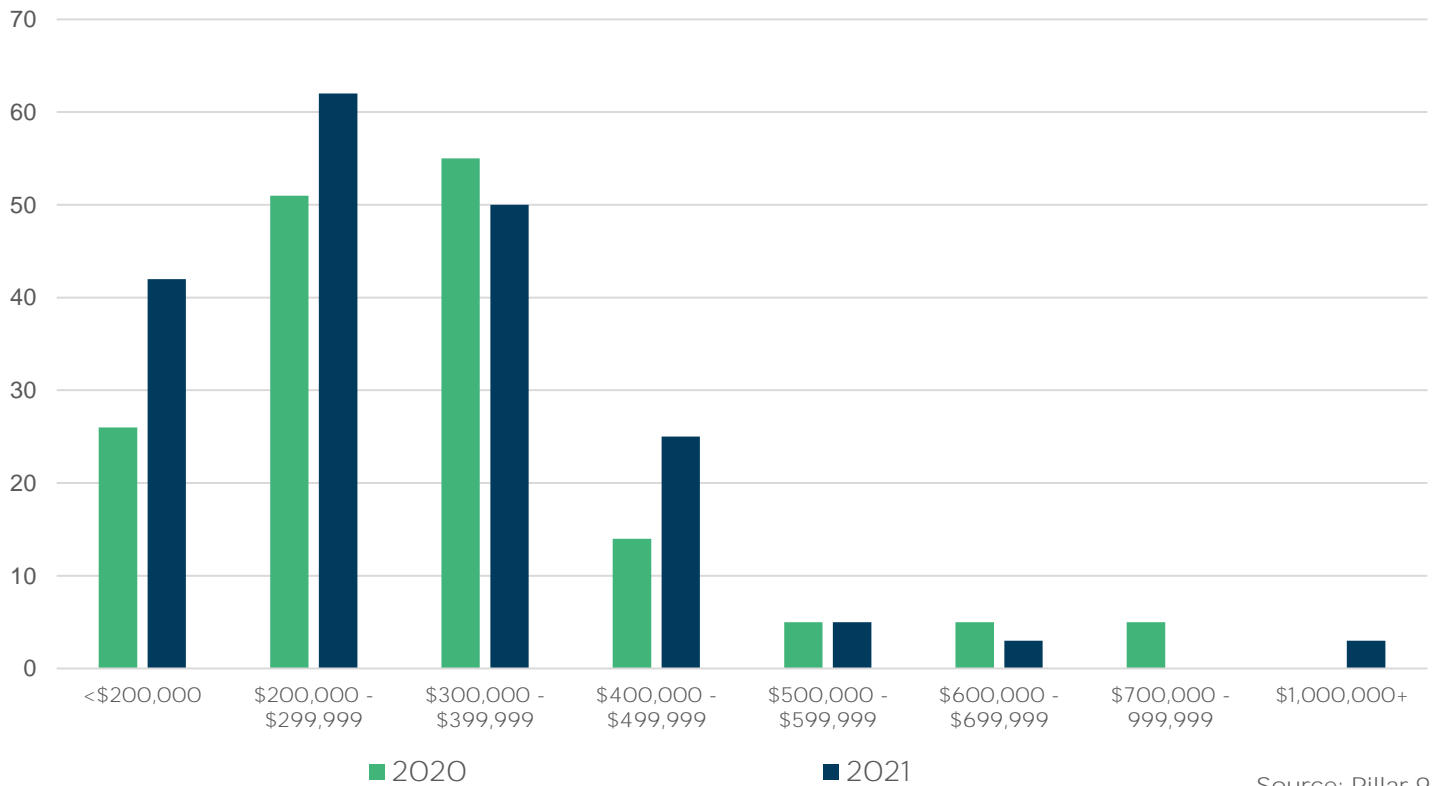
### Year-to-Date

### August 2021

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	1264	46%	1517	17%	343	-31%	83%	2.17	-53%	\$349,121	9%
Semi	109	40%	135	25%	36	-19%	81%	2.61	-42%	\$254,885	4%
Row	183	123%	195	22%	66	-21%	94%	2.89	-65%	\$245,114	5%
Apartment	119	105%	223	70%	94	31%	53%	6.33	-36%	\$173,221	1%
<b>Total Residential</b>	<b>1675</b>	<b>55%</b>	<b>2070</b>	<b>22%</b>	<b>539</b>	<b>-23%</b>	<b>81%</b>	<b>2.57</b>	<b>-50%</b>	<b>\$319,128</b>	<b>6%</b>

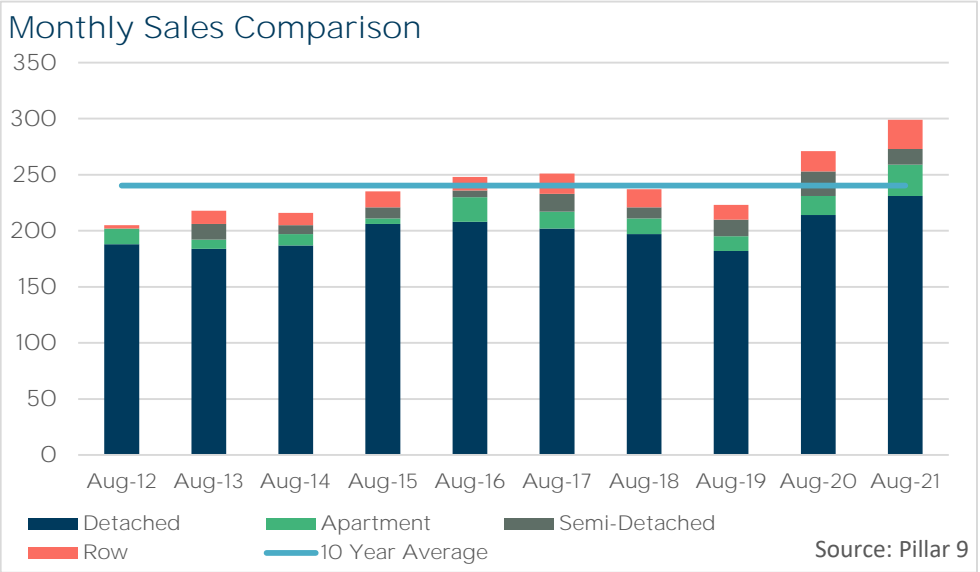
### Residential Sales by Price Range

August



Source: Pillar 9

## August 2021



### SALES

**299**

↑ 10.3% Y/Y    ↑ 50.5% YTD

### NEW LISTINGS

**366**

↓ 3.9% Y/Y    ↑ 17.7% YTD

### INVENTORY

**870**

↓ 28.4% Y/Y    Monthly trend\*

### MONTHS OF SUPPLY

**2.91**

↓ 28.4% Y/Y    Monthly trend\*

\*The six month monthly trend is based on a moving average  
Data source: Pillar 9

### TOTAL RESIDENTIAL AVG PRICE

**\$ 313,959**

↑ 2.6% Y/Y    Monthly trend\*

### DETACHED AVG PRICE

**\$ 332,336**

↑ 0.3% Y/Y    Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 296,957**

↑ 23.0% Y/Y    Monthly trend\*

### ROW AVG PRICE

**\$ 312,247**

↑ 43.2% Y/Y    Monthly trend\*

### APARTMENT AVG PRICE

**\$ 172,439**

↑ 3.7% Y/Y    Monthly trend\*

## August 2021

### August 2021

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	231	8%	290	-10%	689	-31%	80%	2.98	-31%	\$332,336	0%
Semi	14	-36%	23	109%	48	20%	61%	3.43	20%	\$296,957	23%
Row	26	44%	21	-25%	52	-51%	124%	2.00	-51%	\$312,247	43%
Apartment	28	65%	32	68%	94	34%	88%	3.36	34%	\$172,439	4%
<b>Total Residential</b>	<b>299</b>	<b>10%</b>	<b>366</b>	<b>-4%</b>	<b>870</b>	<b>-28%</b>	<b>82%</b>	<b>2.91</b>	<b>-28%</b>	<b>\$313,959</b>	<b>3%</b>

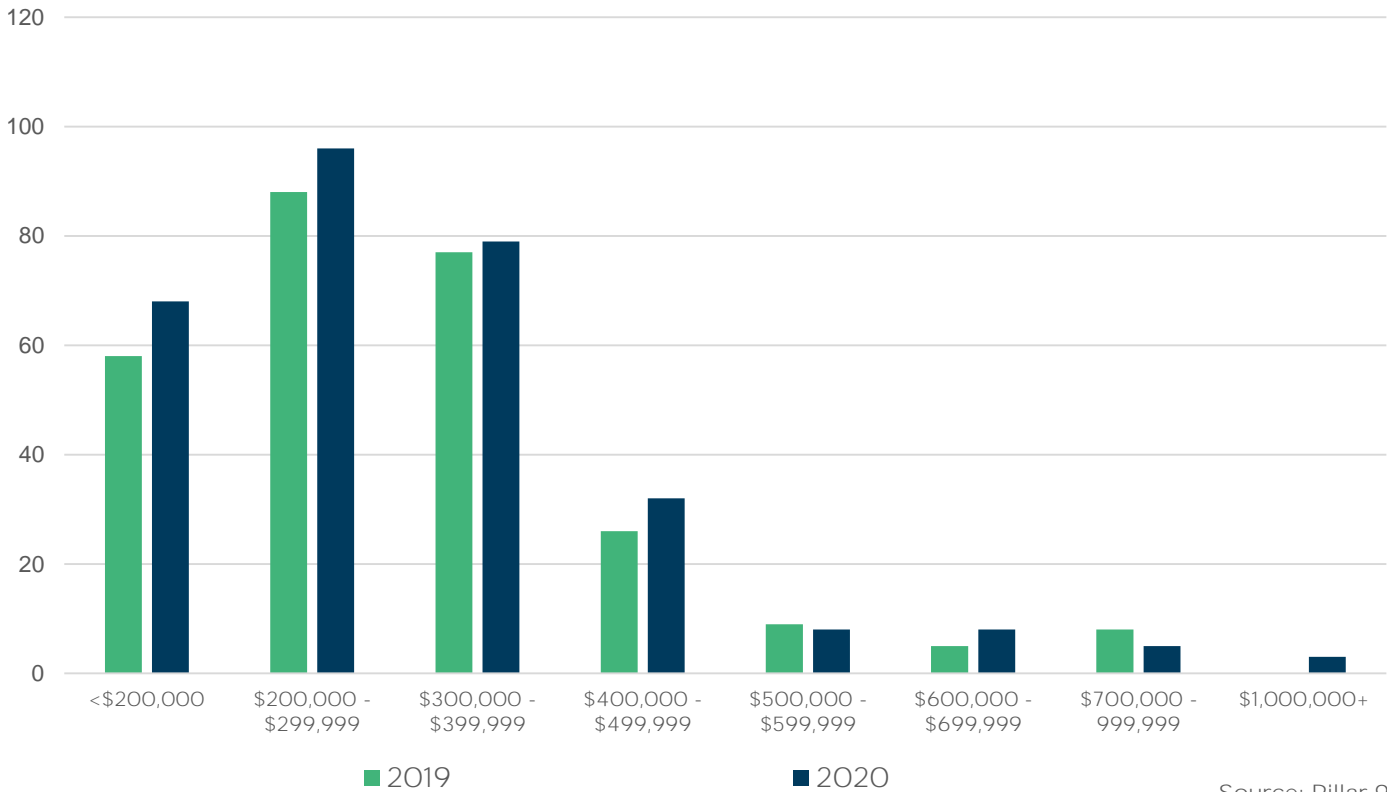
### Year-to-Date

### August 2021

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	2168	46%	2673	14%	700	-30%	81%	2.58	-52%	\$332,115	10%
Semi	137	33%	171	29%	48	-14%	80%	2.77	-35%	\$258,674	6%
Row	198	102%	228	26%	76	-20%	87%	3.08	-61%	\$244,840	2%
Apartment	133	111%	238	65%	99	30%	56%	5.95	-38%	\$169,809	1%
<b>Total Residential</b>	<b>2636</b>	<b>50%</b>	<b>3310</b>	<b>18%</b>	<b>912</b>	<b>-26%</b>	<b>80%</b>	<b>2.77</b>	<b>-51%</b>	<b>\$313,553</b>	<b>8%</b>

## Residential Sales by Price Range

August



Source: Pillar 9

August 2021

August 2021

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
City of Lethbridge	190	18%	239	10%	498	-25%	79%	2.62	-25%	\$314,558	-3%
Cardston County	7	-36%	9	-53%	40	-38%	78%	5.71	-38%	\$235,214	1%
Forty Mile County Nc	4	33%	4	-50%	31	-23%	100%	7.75	-23%	\$155,375	-2%
Waterton ID	0	NA	1	NA	2	100%	0%	NA	100%	NA	NA
Lethbridge County	42	40%	28	-32%	72	-45%	150%	1.71	-45%	\$376,895	15%
MD of Taber	25	0%	28	-24%	94	-10%	89%	3.76	-10%	\$272,620	12%
Pincher Creek No 9	11	57%	18	80%	33	-28%	61%	3.00	-28%	\$315,273	-10%
Willow Creek No 26	23	-28%	32	-33%	94	-36%	72%	4.09	-36%	\$344,148	10%
Crowsnest Pass	12	-43%	24	50%	57	-25%	50%	4.75	-25%	\$240,208	-3%
Vulcan County	8	-43%	14	-26%	49	-41%	57%	6.13	-41%	\$232,706	-15%
Warner County No 5	10	11%	14	-50%	39	-47%	71%	3.90	-47%	\$326,370	31%
<b>Total</b>	<b>299</b>	<b>10%</b>	<b>366</b>	<b>-4%</b>	<b>870</b>	<b>-28%</b>	<b>82%</b>	<b>2.91</b>	<b>-28%</b>	<b>\$313,959</b>	<b>NA</b>

Year-to-Date

August 2021

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
City of Lethbridge	1675	55%	2070	22%	539	-23%	81%	2.57	-23%	\$319,128	6%
Cardston County	73	33%	96	-4%	40	-43%	76%	4.33	-43%	\$293,476	20%
Forty Mile County Nc	30	43%	58	18%	36	-14%	52%	9.57	-14%	\$197,292	-26%
Waterton ID	1	0%	3	200%	2	40%	33%	14.00	40%	\$1,950,000	70%
Lethbridge County	317	52%	376	14%	84	-35%	84%	2.13	-35%	\$340,770	11%
MD of Taber	166	14%	223	16%	95	-10%	74%	4.58	-10%	\$290,833	15%
Pincher Creek No 9	91	82%	111	22%	33	-31%	82%	2.93	-31%	\$318,835	-13%
Willow Creek No 26	207	22%	268	-6%	84	-42%	77%	3.25	-42%	\$282,811	12%
Crowsnest Pass	137	78%	191	27%	51	-32%	72%	2.98	-32%	\$304,304	8%
Vulcan County	102	92%	128	5%	44	-47%	80%	3.41	-47%	\$258,909	-1%
Warner County No 5	95	42%	119	-7%	37	-41%	80%	3.12	-41%	\$248,818	9%
<b>Total</b>	<b>2636</b>	<b>50%</b>	<b>3310</b>	<b>18%</b>	<b>912</b>	<b>-26%</b>	<b>80%</b>	<b>2.77</b>	<b>-51%</b>	<b>\$313,553</b>	<b>8%</b>

August 2021

	2021		2020		2019		% Change	
	August	YTD	August	YTD	August	YTD	August	YTD
Total # of Listings	366	3,310	381	2,813	384	3,304	-4%	18%
Total # of Sold	299	2,636	271	1,752	223	1,697	10%	50%
Total Sales Volume	\$93,873,663	\$826,526,393	\$82,950,008	\$506,492,452	\$63,164,950	\$472,331,841	13%	63%

Number of Units	2021		2020	
	August	YTD	August	YTD
Sold by Price Range				
<\$200,000	68	492	58	387
\$200,000 - \$299,999	96	883	88	658
\$300,000 - \$399,999	79	758	77	453
\$400,000 - \$499,999	32	280	26	151
\$500,000 - \$599,999	8	122	9	58
\$600,000 - \$699,999	8	56	5	23
\$700,000 - 999,999	5	35	8	19
\$1,000,000+	3	10	0	3

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$76,769,550	231	290	689
Other	\$17,104,113	68	76	181
Vacant Land	\$2,956,775	21	21	317
Total	\$96,830,438	320	387	1,187

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$2,075,000	2	2	23
Commercial	\$756,418	5	5	150
Total	\$2,831,418	7	7	173

<b>Grand Total</b>	<b>\$99,661,856</b>	<b>327</b>	<b>394</b>	<b>1,360</b>
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# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2021								2020							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD
Lethbridge	239	2070	190	1675	79%	81%	\$314,558	\$319,128	218	1700	161	1082	74%	64%	\$324,574	\$299,669
Barons	1	7	0	5	0%	71%	-	\$134,101	1	6	3	7	300%	117%	\$121,500	\$116,900
Bellevue	4	28	2	18	50%	64%	\$189,000	\$276,856	0	10	1	7	-	70%	\$215,000	\$219,214
Blairmore	4	48	4	37	100%	77%	\$227,625	\$282,403	1	20	1	18	100%	90%	\$66,000	\$311,224
Burdett	1	10	1	4	100%	40%	\$215,000	\$183,500	2	6	0	1	0%	17%	-	\$220,000
Cardston	5	48	6	37	120%	77%	\$253,083	\$276,343	8	44	7	32	88%	73%	\$240,107	\$248,420
Carmangay	1	8	1	10	100%	125%	\$63,500	\$121,810	5	13	2	3	40%	23%	\$184,500	\$177,167
Champion	2	13	0	9	0%	69%	-	\$112,800	0	9	1	4	-	44%	\$464,000	\$182,250
Claresholm	15	90	4	75	27%	83%	\$321,850	\$229,191	14	92	10	57	71%	62%	\$269,300	\$216,291
Coaldale	13	169	20	156	154%	92%	\$349,530	\$334,879	23	158	14	104	61%	66%	\$292,036	\$310,848
Coleman	14	94	4	60	29%	64%	\$237,250	\$275,779	5	33	1	21	20%	64%	\$352,900	\$319,729
Coutts	0	4	0	4	-	100%	-	\$79,500	0	5	0	2	-	40%	-	\$42,250
Cowley	1	6	0	5	0%	83%	-	\$150,460	0	4	0	1	-	25%	-	\$410,000
Crowsnest	1	5	0	4	0%	80%	-	\$361,719	8	51	16	23	200%	45%	\$247,828	\$264,880
Foremost	0	3	0	4	-	133%	-	\$90,500	0	5	1	4	-	80%	\$150,000	\$147,500
Fort Macleod	6	51	4	34	67%	67%	\$156,250	\$257,027	12	57	5	44	42%	77%	\$221,000	\$195,573
Glenwood	0	4	0	6	-	150%	-	\$345,708	1	8	1	1	100%	13%	\$142,000	\$142,000
Granum	1	20	2	11	200%	55%	\$158,250	\$163,318	2	10	1	4	50%	40%	\$179,000	\$235,875
Grassy Lake	1	8	0	4	0%	50%	-	\$244,125	0	5	1	4	-	80%	\$60,000	\$127,000
Hill Spring	1	14	0	10	0%	71%	-	\$270,190	1	8	1	3	100%	38%	\$175,000	\$160,977
Lomond	0	2	0	4	-	200%	-	\$208,225	0	9	0	2	-	22%	-	\$92,500
Magrath	2	20	1	14	50%	70%	\$128,000	\$279,350	7	27	1	15	14%	56%	\$385,000	\$247,833
Milk River	0	25	1	25	-	100%	\$98,000	\$128,556	8	31	1	6	13%	19%	\$255,675	\$135,788
Nobleford	2	28	2	23	100%	82%	\$325,000	\$256,213	3	36	2	23	67%	64%	\$319,000	\$291,957
Picture Butte	1	41	6	33	600%	80%	\$322,000	\$297,341	2	43	2	27	100%	63%	\$265,000	\$238,237
Pincher Creek	9	70	9	65	100%	93%	\$278,667	\$276,275	6	54	4	36	67%	67%	\$277,375	\$263,577
Raymond	10	62	7	47	70%	76%	\$374,743	\$301,137	15	63	7	37	47%	59%	\$219,643	\$258,983
Stavelly	0	12	0	9	-	75%	-	\$316,667	2	17	2	10	100%	59%	\$225,000	\$198,415
Stirling	2	14	2	6	100%	43%	\$271,250	\$298,083	1	9	1	10	100%	111%	\$455,000	\$255,350
Taber	21	166	19	122	90%	73%	\$238,395	\$276,275	28	145	18	112	64%	77%	\$238,722	\$247,150
Vauxhall	3	20	3	14	100%	70%	\$245,333	\$192,571	4	18	6	16	150%	89%	\$288,500	\$184,375
Vulcan	6	64	4	49	67%	77%	\$154,500	\$256,429	6	38	2	15	33%	39%	\$259,000	\$254,523
Warner	1	9	0	8	0%	89%	-	\$172,362	1	10	0	7	0%	70%	-	\$106,036
Coalhurst	4	74	6	58	150%	78%	\$298,333	\$336,817	6	46	5	26	83%	57%	\$414,000	\$287,373
Barnwell	2	15	2	14	100%	93%	\$437,500	\$363,507	3	11	0	5	0%	45%	-	\$364,200
Aetna	1	2	0	2	0%	100%	-	\$299,500	0	0	1	2	-	-	\$180,000	\$240,000
Beaver Mines	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$345,000
Beazer	-	-	-	-	-	-	-	-	1	2	-	-	-	-	-	-
Chin	1	3	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	6	1	3	-	50%	\$495,000	\$727,333	2	5	1	2	50%	40%	\$400,000	\$700,000

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD
Enchant	1	1	0	1	0%	100%	-	\$155,000	0	3	0	2	-	67%	-	\$311,000
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Frank	0	5	1	5	-	100%	\$320,000	\$504,300	0	1	0	1	-	100%	-	\$84,500
Hays	0	3	0	3	-	100%	-	\$326,667	1	3	0	0	0%	0%	-	-
Hillcrest	1	7	1	7	100%	100%	\$325,000	\$395,143	1	6	1	6	100%	100%	\$126,000	\$189,233
Iron Springs	1	2	1	2	100%	100%	\$295,000	\$356,500	0	0	0	0	-	-	-	-
Lundbreck	2	9	1	5	50%	56%	\$185,000	\$194,960	2	14	0	5	0%	36%	-	\$999,700
Manyberries	1	2	1	1	100%	50%	\$39,000	\$39,000	1	4	1	2	100%	50%	\$34,000	\$32,000
Monarch	0	2	0	2	-	100%	-	\$195,000	0	2	0	1	-	50%	-	\$90,000
Mountain View	0	2	0	0	-	0%	-	-	0	2	0	2	-	100%	-	\$363,000
New Dayton	0	1	0	1	-	100%	-	\$80,000	0	1	0	1	-	100%	-	\$150,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	1	9	1	9	100%	100%	\$150,000	\$203,556	0	7	0	4	-	57%	-	\$80,625
Spring Coulee	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Turin	0	1	0	1	-	100%	-	\$165,000	0	1	0	1	-	100%	-	\$438,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	1	3	0	1	0%	33%	-	\$1,950,000	0	1	0	1	-	100%	-	\$1,150,000
Welling	0	2	0	1	-	50%	-	\$695,000	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	0	2	0	2	-	100%	-	\$260,625
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	0	0	1	-	-	-	\$275,000	0	1	0	0	-	0%	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Orton	1	1	0	0	0%	0%	-	-	1	1	0	0	0%	0%	-	-
Parkland	0	1	0	0	-	0%	-	-	1	1	0	0	0%	0%	-	-
Rural Cardson County	0	4	0	2	-	50%	-	\$471,500	1	6	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	4	0	6	-	150%	-	\$496,033	1	29	1	1	100%	3%	\$495,000	\$495,000
Rural Forty Mile County	0	5	0	2	-	40%	-	\$452,500	3	9	0	4	0%	44%	-	\$519,000
Rural Lethbridge County	4	30	5	21	125%	70%	\$705,400	\$626,571	4	23	3	11	75%	48%	\$588,300	\$623,809
Rural Pincher Creek MD	6	24	1	16	17%	67%	\$775,000	\$583,062	2	18	3	7	150%	39%	\$450,000	\$450,143
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	1	1	-	-	\$1,050,000	\$1,050,000
Rural Taber MD	0	10	1	8	-	80%	\$675,000	\$584,500	1	7	0	5	0%	71%	-	\$517,300
Rural Vulcan County	4	31	2	24	50%	77%	\$492,500	\$400,433	5	44	7	25	140%	57%	\$325,357	\$318,040
Rural Warner County	1	4	0	4	0%	100%	-	\$676,250	3	7	0	2	0%	29%	-	\$431,550
Rural Willow Creek MD	1	23	4	17	400%	74%	\$681,875	\$590,418	1	42	7	25	700%	60%	\$500,357	\$446,310