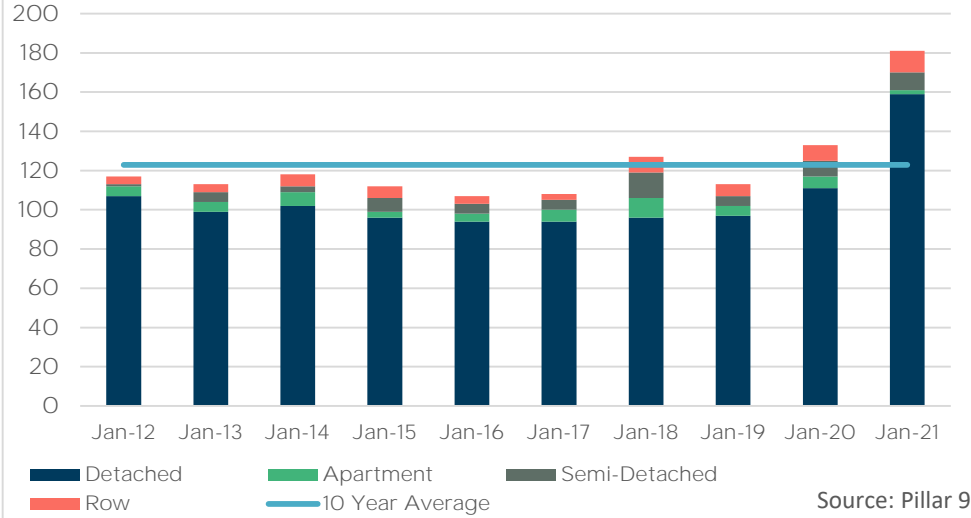


January 2021

Monthly Sales Comparison



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

SALES

181

↑ 36.1% Y/Y ↑ 36.1% YTD

NEW LISTINGS

298

↓ 18.6% Y/Y ↓ 18.6% YTD

INVENTORY

861

↓ 27.2% Y/Y → Monthly trend*

MONTHS OF SUPPLY

4.76

↓ 27.2% Y/Y → Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 296,205

↑ 2.3% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 307,544

↑ 1.7% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 211,431

↓ 18.0% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 237,617

↑ 1.6% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 98,500

↓ 42.2% Y/Y → Monthly trend*

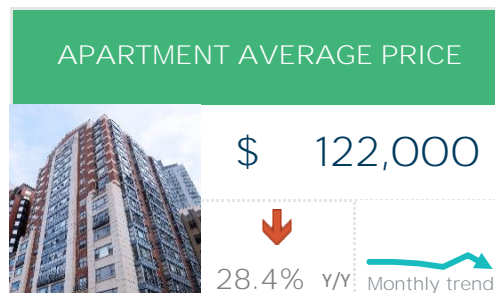
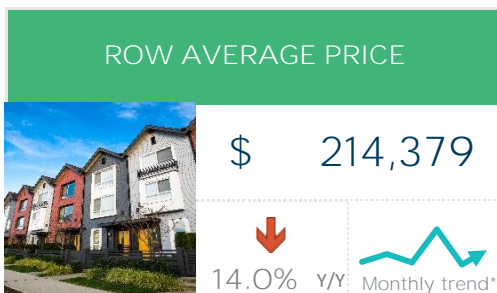
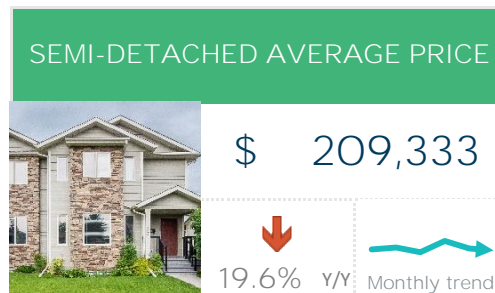
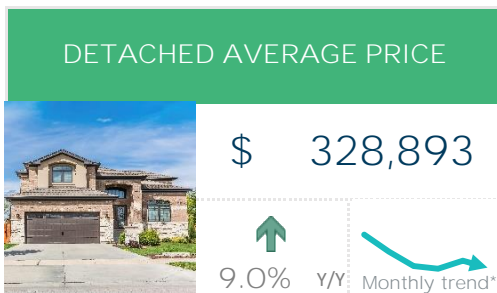
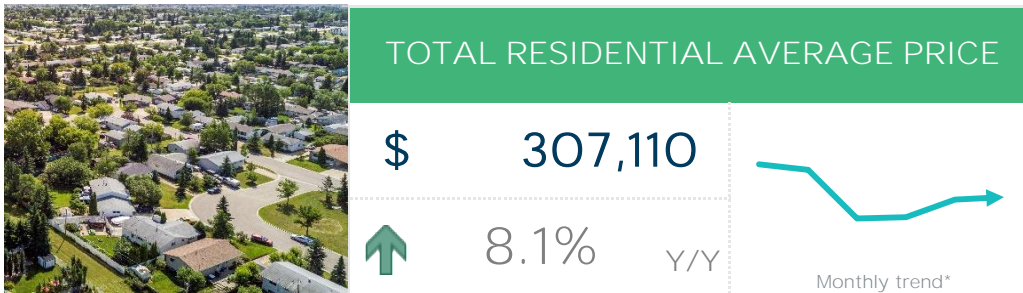
January 2021

Market Trend Summary

Sales activity in the city continues to improve, reaching the best January sales since 2008. New listings in January reached 200 units. While this is still slightly lower than last January's levels, it was enough to push the sales to new listings ratio to under 50 per cent, likely a relief for some buyers who faced ratios that average over 85 per cent since June of last year.

Despite some shifts in new listings, inventories remain relatively low compared to levels seen over the past several years. The tighter market conditions have supported some generally upward pressure on prices.

However, some of the gains could be related to some changes in distribution as sales activity has improved in the higher price ranges in the market. The gains in prices were also driven by the detached market as prices eased across the higher density product types.



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

January 2021

January 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	78	30%	140	-26%	328	-36%	56%	4.21	-51%	\$328,893	9%
Semi	6	0%	12	71%	36	3%	50%	6.00	3%	\$209,333	-20%
Row	10	43%	20	82%	68	6%	50%	6.80	-26%	\$214,379	-14%
Apartment	1	-83%	28	75%	76	46%	4%	76.00	777%	\$122,000	-28%
Total Residential	95	20%	200	-11%	508	-23%	48%	5.35	-36%	\$307,110	8%

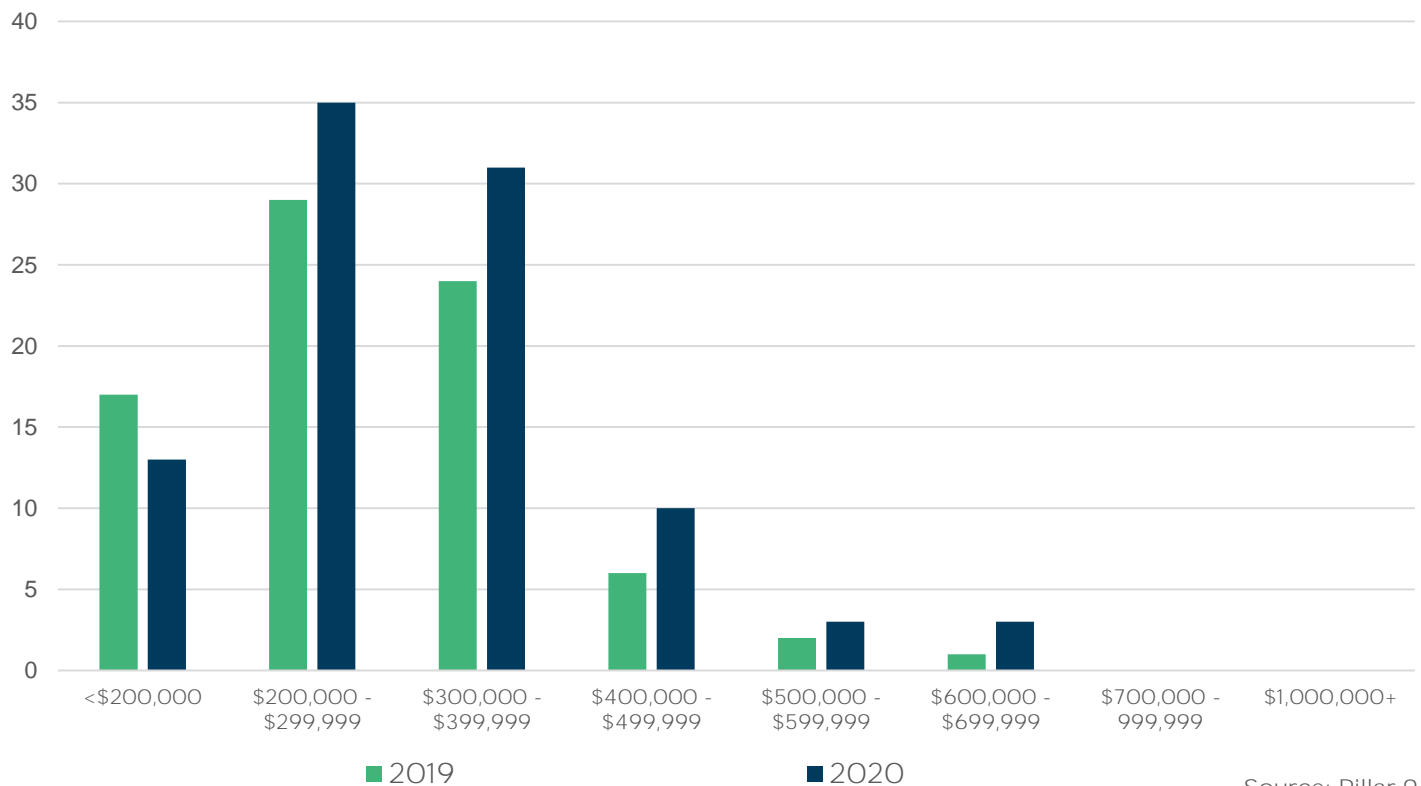
Year-to-Date

January 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	78	30%	140	-26%	328	-36%	56%	4.21	-51%	\$328,893	9%
Semi	6	0%	12	71%	36	3%	50%	6.00	3%	\$209,333	-20%
Row	10	43%	20	82%	68	6%	50%	6.80	-26%	\$214,379	-14%
Apartment	1	-83%	28	75%	76	46%	4%	76.00	777%	\$122,000	-28%
Total Residential	95	20%	200	-11%	508	-23%	48%	5.35	-36%	\$307,110	8%

Residential Sales by Price Range

January



Source: Pillar 9

January 2021

January 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	159	43%	233	-27%	657	-34%	68%	4.13	-34%	\$307,544	2%
Semi	9	13%	14	0%	42	-16%	64%	4.67	-16%	\$211,431	-18%
Row	11	38%	20	43%	74	-8%	55%	6.73	-8%	\$237,617	2%
Apartment	2	-67%	31	63%	83	48%	6%	41.50	48%	\$98,500	-42%
Total Residential	181	36%	298	-19%	861	-27%	61%	4.76	-27%	\$296,205	2%

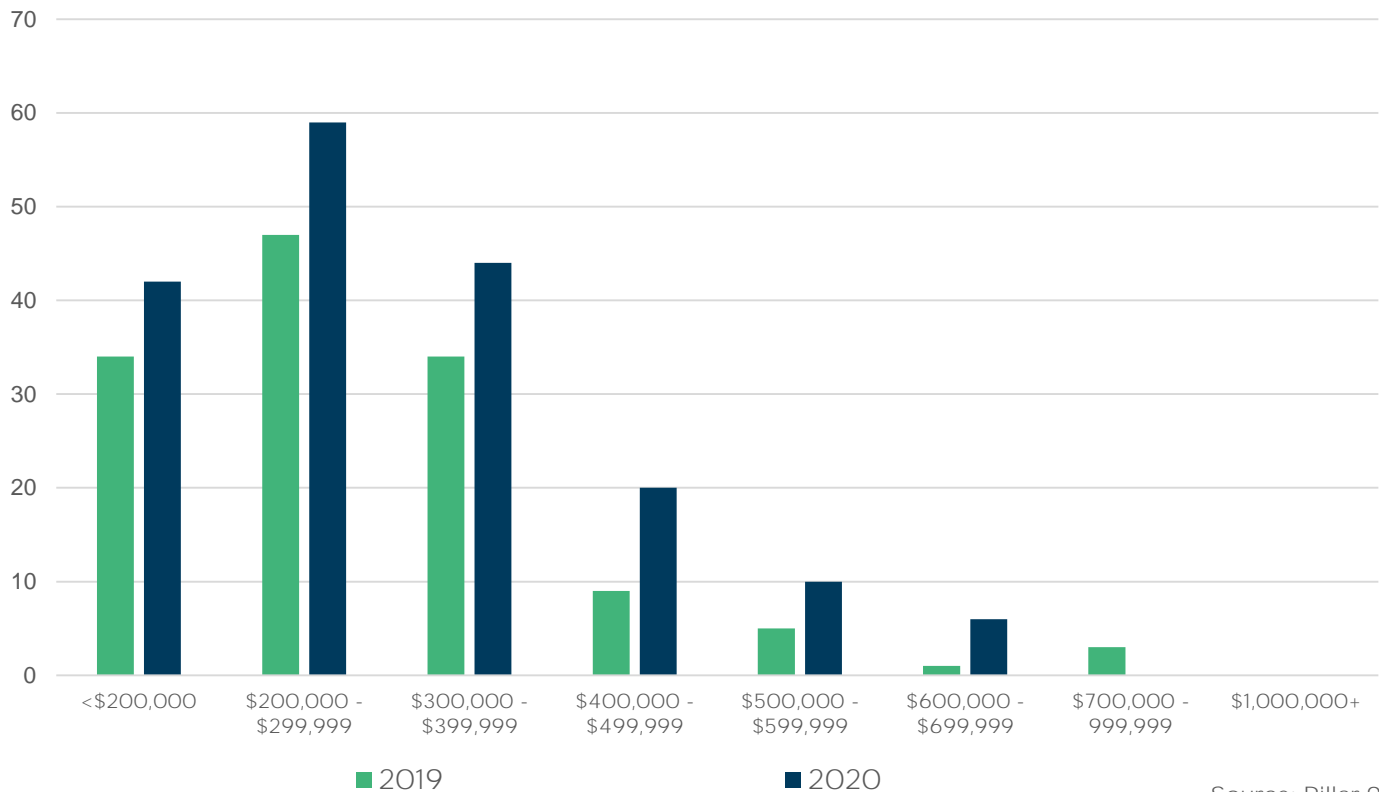
Year-to-Date

January 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	159	43%	233	-27%	657	-34%	68%	4.13	-54%	\$307,544	2%
Semi	9	13%	14	0%	42	-16%	64%	4.67	-25%	\$211,431	-18%
Row	11	38%	20	43%	74	-8%	55%	6.73	-33%	\$237,617	2%
Apartment	2	-67%	31	63%	83	48%	6%	41.50	345%	\$98,500	-42%
Total Residential	181	36%	298	-19%	861	-27%	61%	4.76	-47%	\$296,205	2%

Residential Sales by Price Range

January



Source: Pillar 9

January 2021

January 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	95	20%	200	-11%	508	-23%	48%	5.35	-23%	\$307,110	8%
Cardston County	6	20%	5	-58%	31	-55%	120%	5.17	-55%	\$248,417	-16%
Forty Mile County Nc	3	50%	10	233%	31	-26%	30%	10.33	-26%	\$143,583	-46%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	31	72%	31	-30%	74	-43%	100%	2.39	-43%	\$341,400	6%
MD of Taber	9	-18%	22	-4%	93	-21%	41%	10.33	-21%	\$273,333	7%
Pincher Creek No 9	8	60%	12	50%	33	-25%	67%	4.13	-25%	\$345,125	-19%
Willow Creek No 26	22	69%	17	-55%	79	-47%	129%	3.59	-47%	\$270,086	16%
Crowsnest Pass	11	####	10	-47%	38	-44%	110%	3.45	-44%	\$234,716	-69%
Vulcan County	14	NA	8	-33%	44	-39%	175%	3.14	-39%	\$282,750	NA
Warner County No 5	10	150%	11	-8%	39	-30%	91%	3.90	-30%	\$165,100	-13%
Total	181	36%	298	-19%	861	-27%	61%	4.76	-27%	\$296,205	NA

Year-to-Date

January 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	95	20%	200	-11%	508	-23%	48%	5.35	-23%	\$307,110	8%
Cardston County	6	20%	5	-58%	31	-55%	120%	5.17	-55%	\$248,417	-16%
Forty Mile County Nc	3	50%	10	233%	31	-26%	30%	10.33	-26%	\$143,583	-46%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	31	72%	31	-30%	74	-43%	100%	2.39	-43%	\$341,400	6%
MD of Taber	9	-18%	22	-4%	93	-21%	41%	10.33	-21%	\$273,333	7%
Pincher Creek No 9	8	60%	12	50%	33	-25%	67%	4.13	-25%	\$345,125	-19%
Willow Creek No 26	22	69%	17	-55%	79	-47%	129%	3.59	-47%	\$270,086	16%
Crowsnest Pass	11	####	10	-47%	38	-44%	110%	3.45	-44%	\$234,716	-69%
Vulcan County	14	NA	8	-33%	44	-39%	175%	3.14	-39%	\$282,750	NA
Warner County No 5	10	150%	11	-8%	39	-30%	91%	3.90	-30%	\$165,100	-13%
Total	181	36%	298	-19%	861	-27%	61%	4.76	-47%	\$296,205	2%

January 2021

	2021		2020		2019		% Change	
	January	YTD	January	YTD	January	YTD	January	YTD
Total # of Listings	298	298	366	366	416	416	-19%	-19%
Total # of Sold	181	181	133	133	113	113	36%	36%
Total Sales Volume	\$53,613,109	\$53,613,109	\$38,526,719	\$38,526,719	\$32,274,693	\$32,274,693	39%	39%

Number of Units Sold by Price Range	2021		2020	
	January	YTD	January	YTD
<\$200,000	42	42	34	34
\$200,000 - \$299,999	59	59	47	47
\$300,000 - \$399,999	44	44	34	34
\$400,000 - \$499,999	20	20	9	9
\$500,000 - \$599,999	10	10	5	5
\$600,000 - \$699,999	6	6	1	1
\$700,000 - 999,999	0	0	3	3
\$1,000,000+	0	0	0	0

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$48,899,444	159	233	657
Other	\$4,713,665	22	65	204
Vacant Land	\$1,751,395	15	15	271
Total	\$55,364,504	196	313	1,132

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$525,000	1	1	33
Commercial	\$2,709,500	9	9	135
Total	\$3,234,500	10	10	168

Grand Total	\$58,599,004	206	323	1,300
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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	
	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD
Lethbridge	200	200	95	95	48%	48%	\$307,110	\$307,110	224	224	79	79	35%	35%	\$284,067	\$284,067
Barons	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Burdett	2	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Cardston	2	2	3	3	150%	150%	\$201,833	\$201,833	3	3	2	2	67%	67%	\$285,000	\$285,000
Carmangay	1	1	2	2	200%	200%	\$72,750	\$72,750	1	1	0	0	0%	0%	-	-
Champion	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Claresholm	5	5	10	10	200%	200%	\$224,900	\$224,900	13	13	4	4	31%	31%	\$188,500	\$188,500
Coaldale	21	21	16	16	76%	76%	\$382,775	\$382,775	19	19	10	10	53%	53%	\$298,215	\$298,214
Coutts	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Cowley	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$410,000	\$410,000
Crowsnest Pass	0	0	0	0	-	-	-	-	3	3	0	0	0%	0%	-	-
Foremost	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Fort Macleod	3	3	3	3	100%	100%	\$335,967	\$335,967	7	7	8	8	114%	114%	\$229,188	\$229,188
Glenwood	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Granum	0	0	1	1	-	-	\$195,000	\$195,000	0	0	0	0	-	-	-	-
Grassy Lake	0	0	1	1	-	-	\$237,000	\$237,000	1	1	1	1	100%	100%	\$114,500	\$114,500
Hill Spring	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Johnson's Addition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lomond	1	1	1	1	100%	100%	\$120,000	\$120,000	1	1	0	0	0%	0%	-	-
Magrath	1	1	1	1	100%	100%	\$85,000	\$85,000	5	5	1	1	20%	20%	\$485,000	\$485,000
Milk River	3	3	2	2	67%	67%	\$95,000	\$95,000	4	4	1	1	25%	25%	\$148,250	\$148,250
Nobleford	2	2	2	2	100%	100%	\$230,000	\$230,000	4	4	2	2	50%	50%	\$261,000	\$261,000
Picture Butte	3	3	3	3	100%	100%	\$230,000	\$230,000	8	8	3	3	38%	38%	\$230,333	\$230,333
Pincher Creek	5	5	4	4	80%	80%	\$261,750	\$261,750	5	5	3	3	60%	60%	\$483,000	\$483,000
Pincher Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Raymond	8	8	7	7	88%	88%	\$200,000	\$200,000	4	4	2	2	50%	50%	\$212,250	\$212,250
Stavelly	1	1	0	0	0%	0%	-	-	4	4	0	0	0%	0%	-	-
Stirling	0	0	1	1	-	-	\$61,000	\$61,000	1	1	1	1	100%	100%	\$189,000	\$189,000
Taber	15	15	5	5	33%	33%	\$139,600	\$139,600	17	17	5	5	29%	29%	\$228,600	\$228,600
Vauxhall	3	3	0	0	0%	0%	-	-	1	1	2	2	200%	200%	\$265,250	\$265,250
Vulcan	5	5	7	7	140%	140%	\$279,000	\$279,000	5	5	0	0	0%	0%	-	-
Warner	0	0	0	0	-	-	-	-	2	2	0	0	0%	0%	-	-
Coalhurst	3	3	6	6	200%	200%	\$351,833	\$351,833	8	8	1	1	13%	13%	\$290,000	\$290,000
Barnwell	2	2	1	1	50%	50%	\$385,000	\$385,000	1	1	2	2	200%	200%	\$362,500	\$362,500
Aetna	1	1	0	0	0%	0%	-	-	0	0	1	1	-	-	\$300,000	\$300,000
Beaver Mines	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Enchant	0	0	0	0	-	-	-	-	1	1	1	1	100%	100%	\$285,000	\$285,000

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hays	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lowland Heights	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lundbreck	3	3	1	1	33%	33%	\$110,000	\$110,000	2	2	1	1	50%	50%	\$270,000	\$270,000
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	0	1	1	-	-	\$168,000	\$168,000	0	0	0	0	-	-	-	-
Mountain View	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$126,000	\$126,000
New Dayton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	1	1	1	1	100%	100%	\$185,000	\$185,000	2	2	0	0	0%	0%	-	-
Spring Coulee	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Turin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Welling	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	0	1	1	-	-	\$275,000	\$275,000	1	1	0	0	0%	0%	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Orton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	0	0	1	1	-	-	\$525,000	\$525,000	1	1	0	0	0%	0%	-	-
Rural Forty Mile County	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Rural Lethbridge County	0	0	2	2	-	-	\$422,500	\$422,500	3	3	2	2	67%	67%	\$645,000	\$645,000
Rural Pincher Creek MD	4	4	3	3	75%	75%	\$534,667	\$534,667	1	1	0	0	0%	0%	-	-
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	1	1	2	2	200%	200%	\$570,000	\$570,000	2	2	0	0	0%	0%	-	-
Rural Vulcan County	1	1	2	2	200%	200%	\$620,000	\$620,000	4	4	0	0	0%	0%	-	-
Rural Warner County	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Rural Willow Creek MD	2	2	1	1	50%	50%	\$520,000	\$520,000	7	7	1	1	14%	14%	\$430,000	\$430,000