

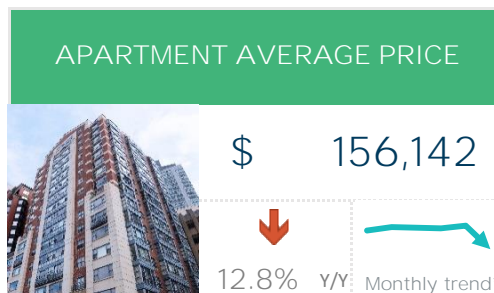
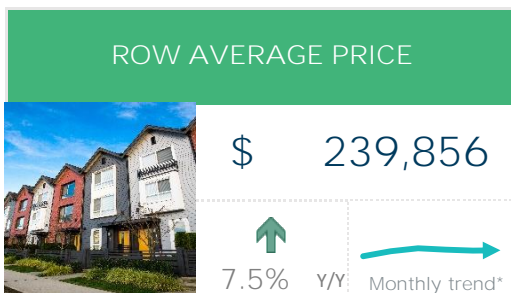
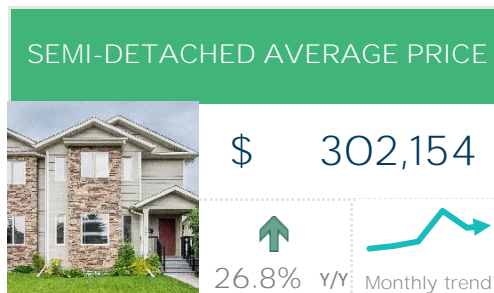
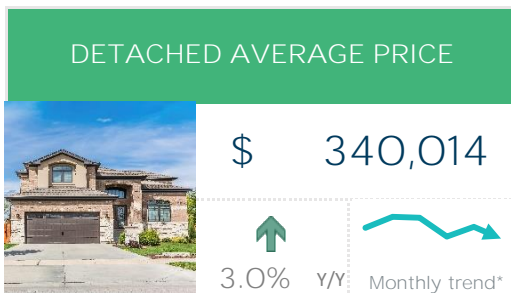
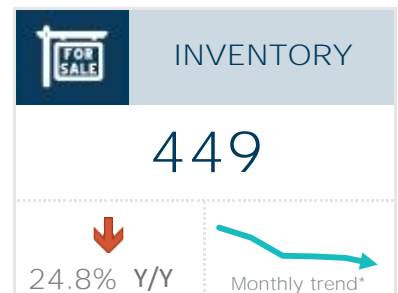
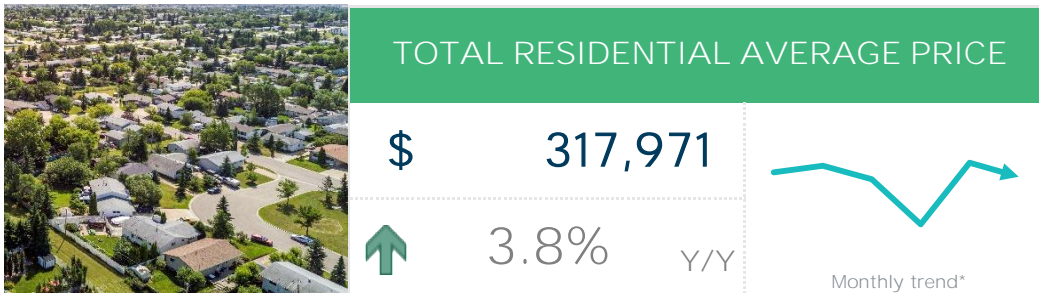
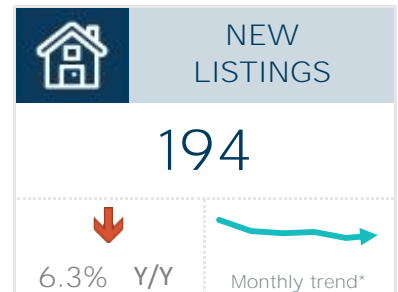
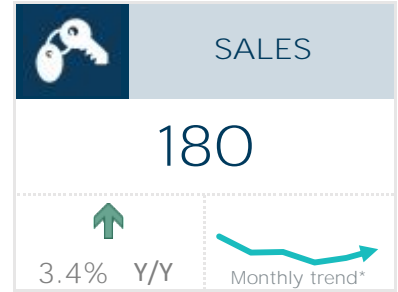
October 2021

Market Trend Summary

While sales reached new record highs for October, new listings continued to ease, causing the sales to new listings ratio to rise to 93 percent.

The persistent pullback in new listings and strong sales caused inventories to fall to 449 units and the months of supply to remain well below three months. The Lethbridge market has faced persistently tight conditions throughout most of the year, especially in the detached segment of the market.

Record high sales, which are also 52 percent higher than longer-term trends, have been paired with inventories that are nearly 30 percent below typical levels, placing upward pressure on prices. Overall residential prices have increased by over 5 percent this year, but detached home prices have increased by nearly eight percent.



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

October 2021

October 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	144	4%	137	-14%	298	-30%	105%	2.07	-32%	\$340,014	3%
Semi	13	160%	8	-47%	26	-26%	163%	2.00	-71%	\$302,154	27%
Row	9	-61%	21	11%	48	-34%	43%	5.33	68%	\$239,856	7%
Apartment	14	75%	28	100%	77	17%	50%	5.50	-33%	\$156,142	-13%
Total Residential	180	3%	194	-6%	449	-25%	93%	2.49	-27%	\$317,971	4%

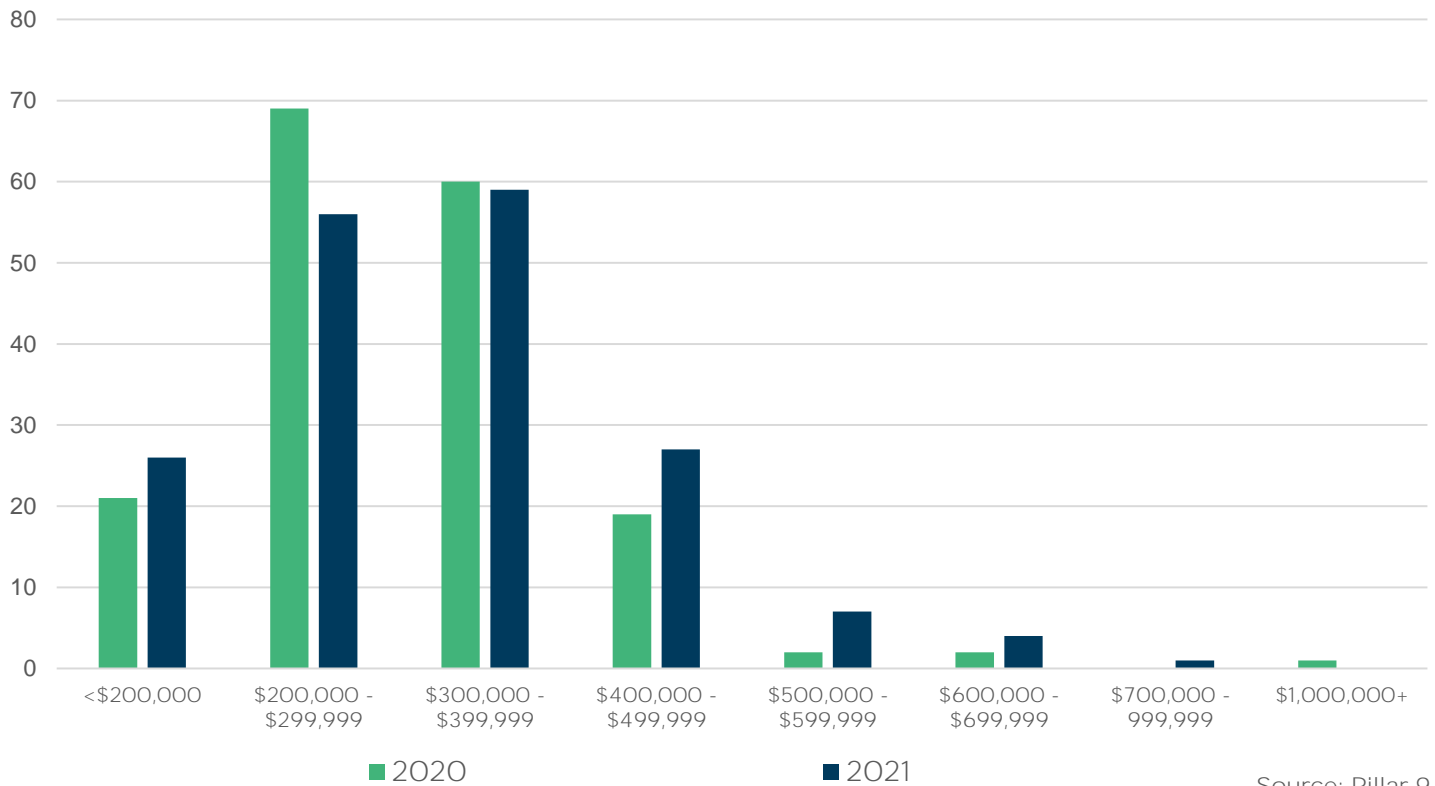
Year-to-Date

October 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	1551	36%	1823	12%	338	-31%	85%	2.18	-49%	\$348,280	8%
Semi	134	44%	157	20%	35	-17%	85%	2.59	-42%	\$260,454	7%
Row	204	70%	228	16%	61	-26%	89%	3.01	-56%	\$233,149	1%
Apartment	146	92%	261	57%	91	28%	56%	6.22	-33%	\$171,258	0%
Total Residential	2035	42%	2469	16%	525	-23%	82%	2.58	-46%	\$318,255	5%

Residential Sales by Price Range

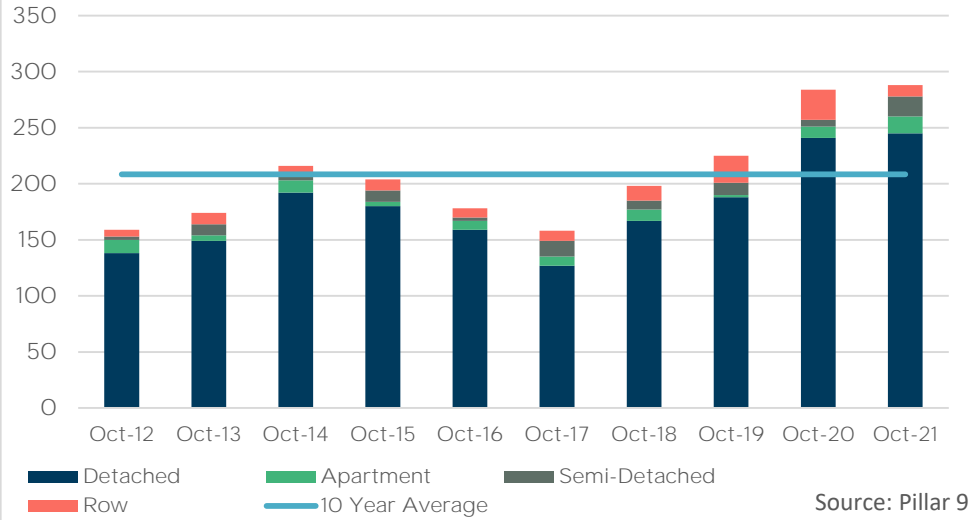
October



Source: Pillar 9

October 2021

Monthly Sales Comparison



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

SALES

288

↑ 1.4% Y/Y ↑ 36.6% YTD

NEW LISTINGS

323

↑ 5.9% Y/Y ↑ 14.2% YTD

INVENTORY

804

↓ 25.1% Y/Y Monthly trend*

MONTHS OF SUPPLY

2.79

↓ 25.1% Y/Y Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 310,636

↑ 4.0% Y/Y Monthly trend*

DETACHED AVG PRICE

\$ 322,502

↑ 2.8% Y/Y Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 306,972

↑ 33.4% Y/Y Monthly trend*

ROW AVG PRICE

\$ 259,870

↑ 14.2% Y/Y Monthly trend*

APARTMENT AVG PRICE

\$ 155,066

↓ 9.4% Y/Y Monthly trend*

October 2021

October 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	245	2%	256	2%	620	-29%	96%	2.53	-29%	\$322,502	3%
Semi	18	200%	14	-22%	38	-12%	129%	2.11	-12%	\$306,972	33%
Row	10	-63%	23	5%	61	-25%	43%	6.10	-25%	\$259,870	14%
Apartment	15	50%	30	114%	84	24%	50%	5.60	24%	\$155,066	-9%
Total Residential	288	1%	323	6%	804	-25%	89%	2.79	-25%	\$310,636	4%

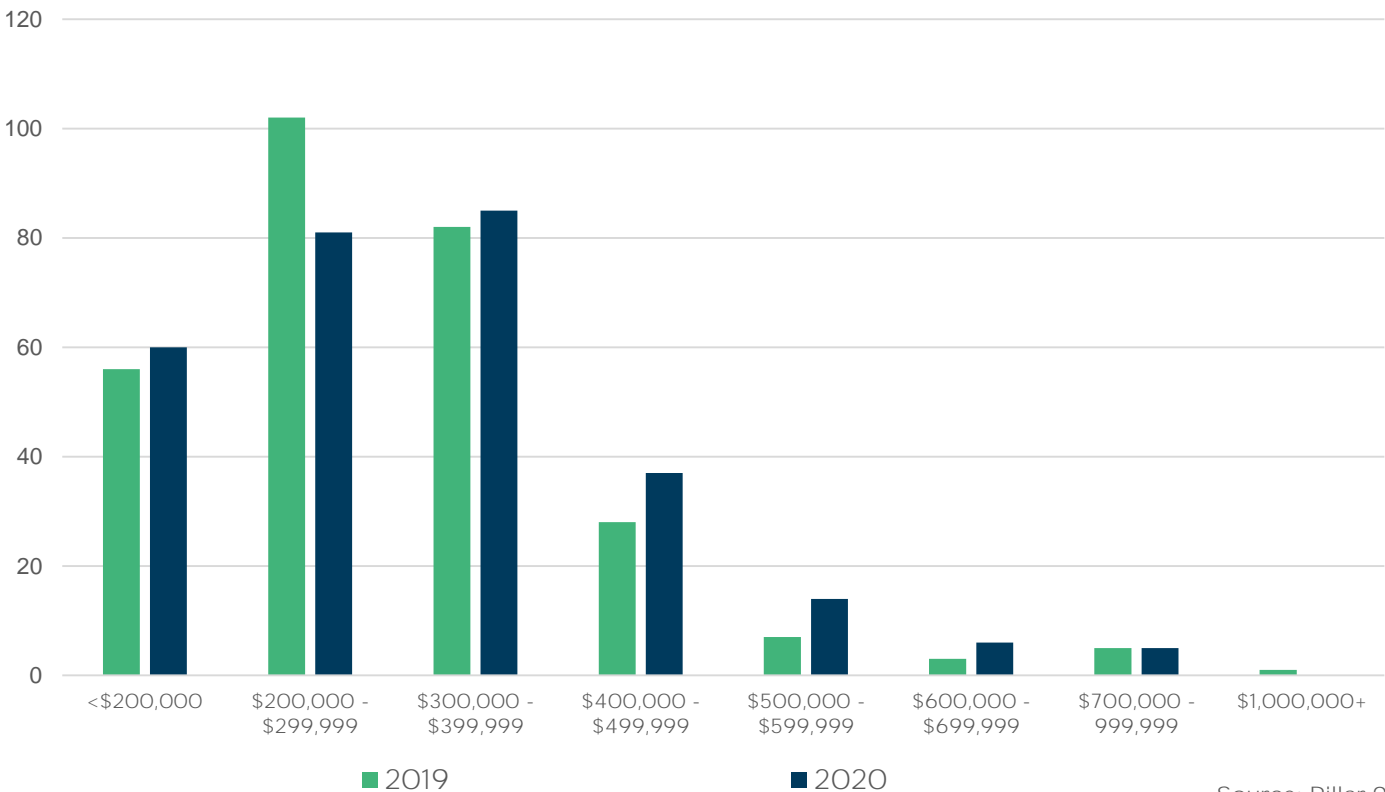
Year-to-Date

October 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	2644	33%	3225	11%	691	-30%	82%	2.61	-47%	\$331,517	9%
Semi	171	43%	206	26%	47	-9%	83%	2.74	-36%	\$263,004	8%
Row	224	56%	271	21%	72	-24%	83%	3.21	-51%	\$234,272	-1%
Apartment	161	89%	279	54%	96	28%	58%	5.95	-32%	\$168,416	1%
Total Residential	3200	37%	3981	14%	895	-26%	80%	2.80	-46%	\$312,843	7%

Residential Sales by Price Range

October



Source: Pillar 9

October 2021

October 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	180	3%	194	-6%	449	-25%	93%	2.49	-25%	\$317,971	4%
Cardston County	7	-42%	8	14%	32	-33%	88%	4.57	-33%	\$317,857	2%
Forty Mile County Nc	3	0%	9	29%	33	-15%	33%	11.00	-15%	\$272,000	-3%
Waterton ID	0	-100%	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	24	-41%	30	-6%	74	-27%	80%	3.08	-27%	\$327,642	7%
MD of Taber	20	18%	26	44%	90	-16%	77%	4.50	-16%	\$276,970	13%
Pincher Creek No 9	12	100%	15	114%	38	-17%	80%	3.17	-17%	\$357,458	16%
Willow Creek No 26	28	-20%	30	25%	73	-39%	93%	2.61	-39%	\$241,568	-1%
Crowsnest Pass	16	-11%	17	0%	40	-31%	94%	2.50	-31%	\$393,650	15%
Vulcan County	10	11%	13	30%	34	-50%	77%	3.40	-50%	\$278,100	79%
Warner County No 5	13	30%	20	100%	36	-29%	65%	2.77	-29%	\$200,492	-10%
Total	288	1%	323	6%	804	-25%	89%	2.79	-25%	\$310,636	NA

Year-to-Date

October 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	2035	42%	2469	16%	525	-23%	82%	2.58	-23%	\$318,255	5%
Cardston County	85	8%	114	-4%	39	-41%	75%	4.56	-41%	\$293,750	15%
Forty Mile County Nc	34	31%	72	22%	35	-14%	47%	10.38	-14%	\$218,787	-18%
Waterton ID	1	-50%	3	50%	2	31%	33%	17.00	31%	\$1,950,000	106%
Lethbridge County	362	26%	445	9%	83	-35%	81%	2.29	-35%	\$341,107	10%
MD of Taber	207	14%	278	10%	94	-11%	74%	4.55	-11%	\$285,625	13%
Pincher Creek No 9	113	92%	142	31%	34	-28%	80%	3.04	-28%	\$337,065	-9%
Willow Creek No 26	254	7%	330	-5%	83	-41%	77%	3.28	-41%	\$274,655	8%
Crowsnest Pass	173	44%	223	20%	49	-32%	78%	2.84	-32%	\$312,164	6%
Vulcan County	123	56%	147	-1%	42	-47%	84%	3.44	-47%	\$263,929	8%
Warner County No 5	120	17%	155	3%	37	-40%	77%	3.05	-40%	\$246,284	5%
Total	3200	37%	3981	14%	895	-26%	80%	2.80	-46%	\$312,843	7%

October 2021

	2021		2020		2019		% Change	
	October	YTD	October	YTD	October	YTD	October	YTD
Total # of Listings	323	3,981	305	3,485	308	3,937	6%	14%
Total # of Sold	288	3,200	284	2,342	225	2,112	1%	37%
Total Sales Volume	\$89,463,239	#####	\$84,840,724	\$685,148,276	\$64,210,330	\$586,161,215	5%	46%

Number of Units Sold by Price Range	2021		2020	
	October	YTD	October	YTD
<\$200,000	60	611	56	505
\$200,000 - \$299,999	81	1051	102	862
\$300,000 - \$399,999	85	913	82	625
\$400,000 - \$499,999	37	350	28	203
\$500,000 - \$599,999	14	150	7	78
\$600,000 - \$699,999	6	70	3	34
\$700,000 - 999,999	5	44	5	31
\$1,000,000+	0	11	1	4

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$79,013,049	245	256	620
Other	\$10,450,190	43	67	184
Vacant Land	\$3,651,800	15	15	248
Total	\$93,115,039	303	338	1,052

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	#N/A	0	#N/A	20
Commercial	\$992,014	6	6	144
Total	#N/A	6	#N/A	164

Grand Total	#N/A	309	#N/A	1,216
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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	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Lethbridge	194	2469	180	2035	93%	82%	\$317,971	\$318,255	207	2121	174	1432	84%	68%	\$306,378	\$302,253
Barons	3	11	1	6	33%	55%	\$88,000	\$126,418	1	9	1	8	100%	89%	\$245,000	\$132,912
Bellevue	2	32	1	25	50%	78%	\$266,500	\$290,396	5	22	6	15	120%	68%	\$309,500	\$248,700
Blairmore	6	58	5	46	83%	79%	\$366,780	\$289,539	5	29	1	19	20%	66%	\$422,000	\$317,054
Burdett	0	10	0	5	-	50%	-	\$287,600	0	6	0	1	-	17%	-	\$220,000
Cardston	6	62	5	44	83%	71%	\$327,500	\$280,959	6	55	8	46	133%	84%	\$346,438	\$257,434
Carmangay	2	10	1	11	50%	110%	\$30,000	\$113,464	2	15	1	4	50%	27%	\$120,000	\$162,875
Champion	1	14	0	10	0%	71%	-	\$112,020	0	10	1	6	-	60%	\$85,000	\$157,333
Claresholm	9	109	6	89	67%	82%	\$186,550	\$228,726	12	121	11	77	92%	64%	\$218,886	\$218,329
Coaldale	12	200	14	182	117%	91%	\$311,643	\$331,563	16	193	21	145	131%	75%	\$293,778	\$312,891
Coleman	9	111	10	80	111%	72%	\$419,800	\$296,439	6	46	2	27	33%	59%	\$180,500	\$296,660
Coutts	1	6	0	5	0%	83%	-	\$73,400	0	5	0	3	-	60%	-	\$143,333
Cowley	0	7	0	5	-	71%	-	\$150,460	0	4	0	1	-	25%	-	\$410,000
Crowsnest	0	5	0	4	-	80%	-	\$361,719	0	51	4	36	-	71%	\$266,850	\$259,274
Foremost	0	5	0	4	-	80%	-	\$90,500	2	7	0	4	0%	57%	-	\$147,500
Fort Macleod	8	68	8	46	100%	68%	\$239,888	\$248,533	6	68	8	57	133%	84%	\$306,281	\$210,604
Glenwood	0	5	0	6	-	120%	-	\$345,708	0	10	1	2	-	20%	\$254,900	\$198,450
Granum	2	24	2	15	100%	63%	\$98,000	\$157,700	0	11	1	7	-	64%	\$278,000	\$226,643
Grassy Lake	4	14	0	5	0%	36%	-	\$265,100	1	6	0	5	0%	83%	-	\$162,600
Hill Spring	1	15	2	13	200%	87%	\$293,750	\$275,723	0	10	0	3	-	30%	-	\$160,977
Lomond	0	2	0	4	-	200%	-	\$208,225	1	11	0	3	0%	27%	-	\$156,667
Magrath	0	20	0	16	-	80%	-	\$277,244	1	29	1	21	100%	72%	\$150,000	\$249,360
Milk River	2	31	4	30	200%	97%	\$115,000	\$127,763	2	34	3	14	150%	41%	\$69,667	\$135,588
Nobleford	4	34	1	26	25%	76%	\$415,500	\$260,277	2	43	4	33	200%	77%	\$254,000	\$286,095
Picture Butte	4	49	2	36	50%	73%	\$297,500	\$293,257	4	52	7	37	175%	71%	\$265,929	\$255,646
Pincher Creek	9	84	7	78	78%	93%	\$279,929	\$275,248	5	64	5	42	100%	66%	\$262,280	\$262,504
Raymond	8	77	5	61	63%	79%	\$278,500	\$295,211	7	80	7	61	100%	76%	\$288,400	\$266,066
Stavely	3	15	1	11	33%	73%	\$161,000	\$288,000	0	21	3	16	-	76%	\$175,333	\$183,103
Stirling	3	19	3	9	100%	47%	\$211,633	\$269,267	0	9	0	12	-	133%	-	\$272,167
Taber	17	202	14	153	82%	76%	\$273,386	\$272,351	12	183	13	135	108%	74%	\$256,923	\$249,469
Vauxhall	2	25	4	19	200%	76%	\$257,500	\$209,789	2	27	3	22	150%	81%	\$112,500	\$165,386
Vulcan	5	73	6	62	120%	85%	\$263,833	\$251,798	4	48	3	27	75%	56%	\$163,333	\$231,056
Warner	2	12	0	8	0%	67%	-	\$172,362	0	11	0	8	-	73%	-	\$106,219
Coalhurst	3	83	3	64	100%	77%	\$376,133	\$345,215	5	61	5	38	100%	62%	\$309,080	\$292,358
Barnwell	0	17	2	17	-	100%	\$341,000	\$359,241	1	14	1	7	100%	50%	\$475,000	\$375,500
Aetna	0	2	0	2	-	100%	-	\$299,500	0	0	0	2	-	-	-	\$240,000
Beaver Mines	0	2	1	1	-	50%	\$470,000	\$470,000	0	2	0	2	-	100%	-	\$367,500
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	3	1	1	-	33%	\$300,000	\$300,000	0	1	0	0	-	0%	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	7	0	3	-	43%	-	\$727,333	0	5	1	3	-	60%	\$830,000	\$743,333

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Enchant	0	2	0	2	-	100%	-	\$190,000	0	3	0	3	-	100%	-	\$317,333
Etzikom	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Frank	0	5	0	5	-	100%	-	\$504,300	1	3	0	1	0%	33%	-	\$84,500
Hays	0	3	0	3	-	100%	-	\$326,667	0	4	0	0	-	0%	-	-
Hillcrest	0	8	0	7	-	88%	-	\$395,143	0	6	0	7	-	117%	-	\$204,343
Iron Springs	2	4	0	2	0%	50%	-	\$356,500	0	0	0	0	-	-	-	-
Lundbreck	2	13	2	8	100%	62%	\$447,500	\$277,850	0	17	0	5	-	29%	-	\$999,700
Manyberries	1	3	0	1	0%	33%	-	\$39,000	0	4	0	2	-	50%	-	\$32,000
Monarch	0	3	1	3	-	100%	\$240,000	\$210,000	1	3	0	1	0%	33%	-	\$90,000
Mountain View	0	2	0	0	-	0%	-	-	0	3	1	3	-	100%	\$415,000	\$380,333
New Dayton	0	1	0	1	-	100%	-	\$80,000	0	1	0	1	-	100%	-	\$150,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	0	11	0	10	-	91%	-	\$194,600	1	9	0	4	0%	44%	-	\$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	0	3	0	1	-	33%	-	\$1,950,000	0	2	1	2	-	100%	\$742,000	\$946,000
Welling	0	2	0	1	-	50%	-	\$695,000	0	1	0	0	-	0%	-	-
Wrentham	2	3	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	-	-	-	-	-	-	-	-	1	1	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Orton	0	1	1	1	-	100%	\$437,500	\$437,500	0	1	0	0	-	0%	-	-
Parkland	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$427,500
Rural Cardson County	1	6	0	2	0%	33%	-	\$471,500	0	7	1	2	-	29%	\$161,500	\$339,750
Rural Crowsnest Pass	0	4	0	6	-	150%	-	\$496,033	0	29	5	15	-	52%	\$494,500	\$438,967
Rural Forty Mile County	3	8	1	3	33%	38%	\$550,000	\$485,000	0	9	0	4	-	44%	-	\$519,000
Rural Lethbridge County	2	35	1	24	50%	69%	\$733,500	\$649,646	2	29	2	15	100%	52%	\$453,500	\$609,427
Rural Pincher Creek MD	4	35	2	21	50%	60%	\$482,500	\$627,329	2	20	1	9	50%	45%	\$530,000	\$514,444
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,050,000
Rural Taber MD	2	14	0	8	0%	57%	-	\$584,500	2	14	0	8	0%	57%	-	\$467,812
Rural Vulcan County	5	38	2	29	40%	76%	\$520,000	\$426,048	2	52	3	31	150%	60%	\$208,833	\$306,274
Rural Warner County	2	6	1	6	50%	100%	\$119,000	\$577,333	1	8	0	2	0%	25%	-	\$431,550
Rural Willow Creek MD	3	29	1	19	33%	66%	\$478,000	\$579,216	2	47	2	33	100%	70%	\$330,000	\$444,902