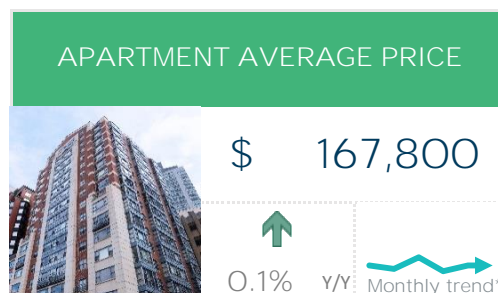
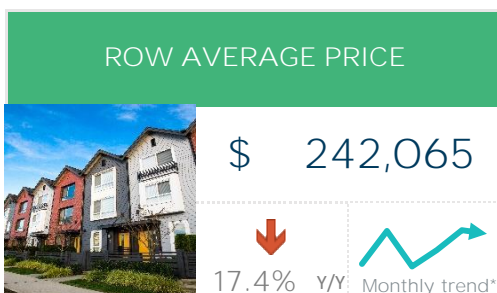
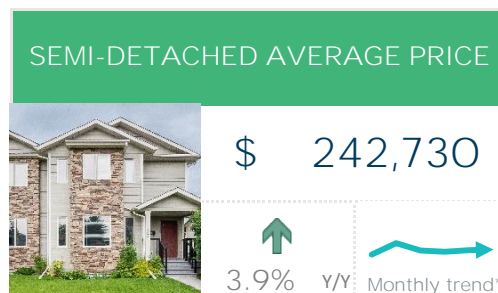
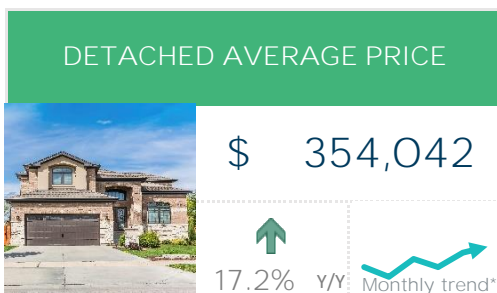
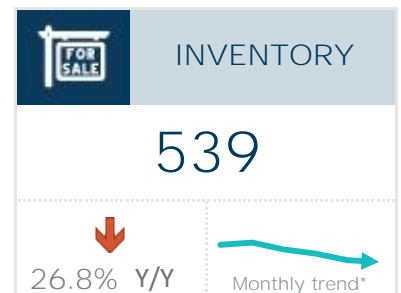
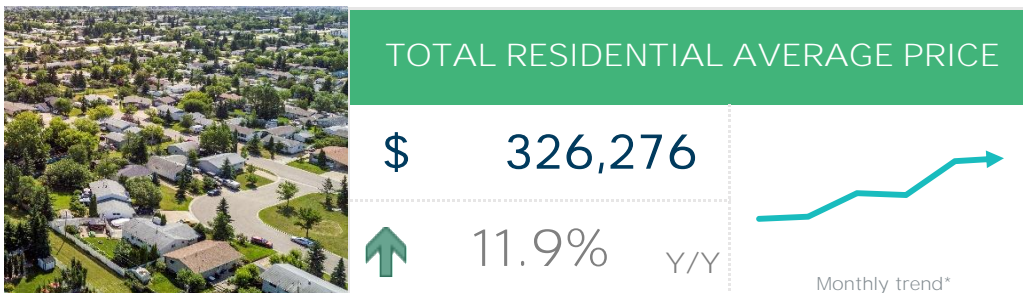
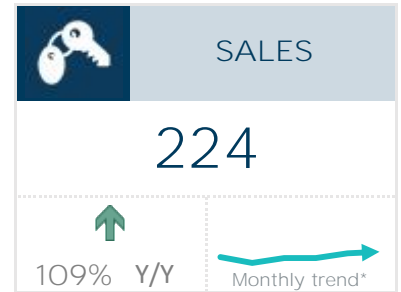


March 2021

Market Trend Summary

For the second month in a row, sales hit a new record high for the month. At the end of the first quarter, there were 494 sales, making this the best first-quarter sales on record. Low lending rates combined with an improving job market have supported the steady gain in sales since the second half of last year. This month, a significant jump in new listings also contributed to the gains in sales as purchasers had some choice in the market.

The rise in new listings also supported some monthly gains in inventories, but with only 539 units available in the resale market, inventory levels are the lowest we have seen in March since 2008. Strong sales relative to the inventory levels kept the months of supply well below three months. The persistent seller's market conditions have contributed to price gains recorded in the city.



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

March 2021

March 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	175	99%	232	49%	338	-36%	75%	1.93	-68%	\$354,042	17%
Semi	15	50%	19	-10%	32	-32%	79%	2.13	-55%	\$242,730	4%
Row	24	300%	28	27%	77	-11%	86%	3.21	-78%	\$242,065	-17%
Apartment	10	233%	29	71%	92	19%	34%	9.20	-64%	\$167,800	0%
Total Residential	224	109%	308	43%	539	-27%	73%	2.41	-65%	\$326,276	12%

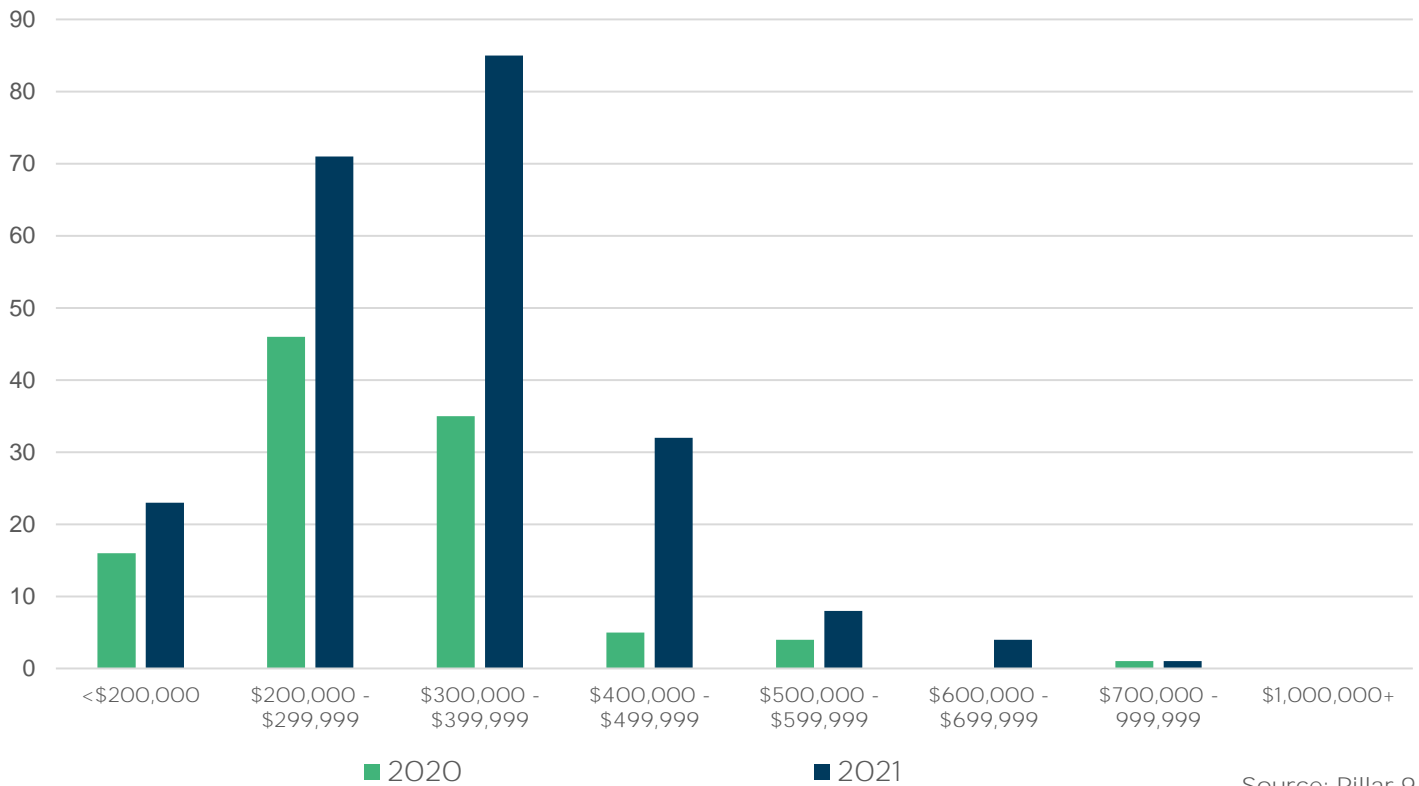
Year-to-Date

March 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	393	60%	516	6%	325	-37%	76%	2.48	-61%	\$345,622	15%
Semi	35	59%	45	2%	34	-17%	78%	2.91	-48%	\$238,651	-6%
Row	47	124%	71	42%	74	-1%	66%	4.70	-56%	\$233,572	-6%
Apartment	19	19%	74	28%	82	25%	26%	13.00	6%	\$164,711	-1%
Total Residential	494	62%	706	10%	515	-26%	70%	3.13	-54%	\$320,425	12%

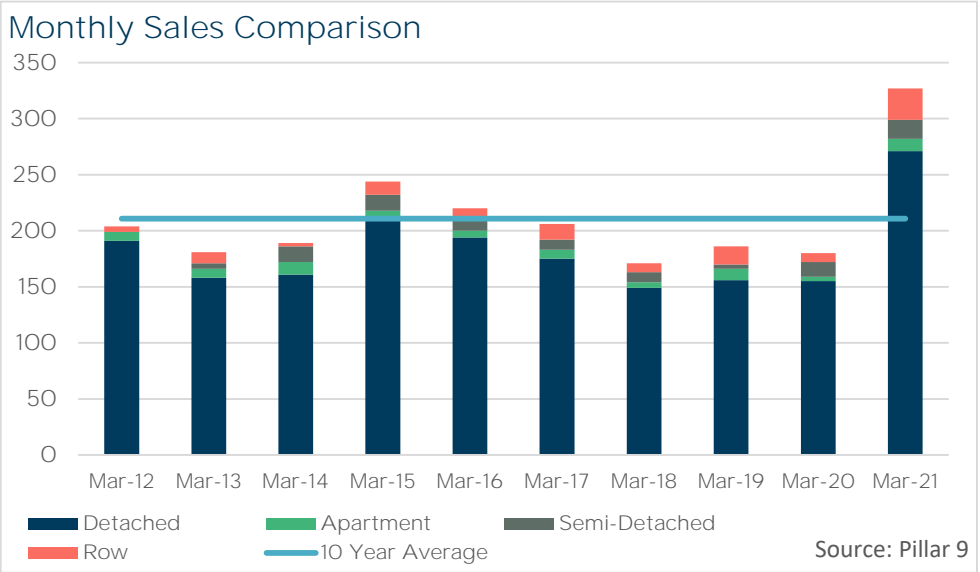
Residential Sales by Price Range

March



Source: Pillar 9

March 2021



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

SALES

327

↑ 81.7% Y/Y ↑ 53.8% YTD

NEW LISTINGS

466

↑ 32.8% Y/Y ↑ 5.8% YTD

INVENTORY

909

↓ 29.4% Y/Y → Monthly trend*

MONTHS OF SUPPLY

2.78

↓ 29.4% Y/Y → Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 317,611

↑ 16.9% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 336,547

↑ 22.2% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 247,399

↑ 3.0% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 238,734

↓ 23.2% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 160,364

↑ 8.7% Y/Y → Monthly trend*

March 2021

March 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	271	75%	381	34%	694	-34%	71%	2.56	-34%	\$336,547	22%
Semi	17	31%	22	-15%	42	-30%	77%	2.47	-30%	\$247,399	3%
Row	28	250%	34	48%	85	-14%	82%	3.04	-14%	\$238,734	-23%
Apartment	11	175%	29	61%	94	18%	38%	8.55	18%	\$160,364	9%
Total Residential	327	82%	466	33%	909	-29%	70%	2.78	-29%	\$317,611	17%

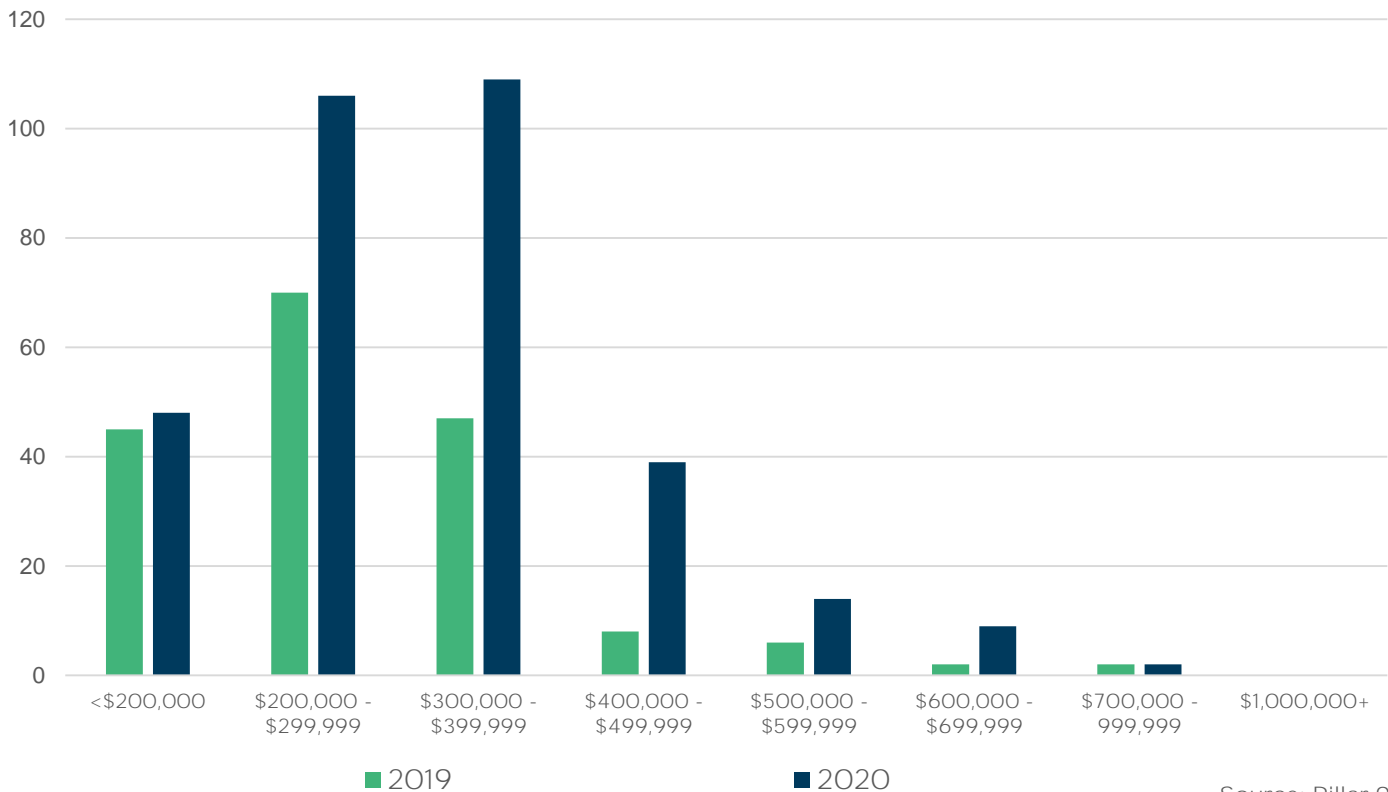
Year-to-Date

March 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	652	51%	880	2%	665	-35%	74%	3.06	-57%	\$325,144	13%
Semi	42	50%	55	2%	42	-22%	76%	3.02	-48%	\$246,916	-3%
Row	52	100%	80	40%	80	-10%	65%	4.63	-55%	\$236,979	-8%
Apartment	26	53%	78	26%	86	24%	33%	9.92	-19%	\$153,442	-5%
Total Residential	772	54%	1093	6%	871	-29%	71%	3.39	-54%	\$309,166	10%

Residential Sales by Price Range

March



Source: Pillar 9

March 2021

March 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	224	109%	308	43%	539	-27%	73%	2.41	-27%	\$326,276	12%
Cardston County	5	-38%	15	7%	40	-43%	33%	8.00	-43%	\$302,780	45%
Forty Mile County No 9	3	200%	7	40%	38	-14%	43%	12.67	-14%	\$223,167	28%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	31	48%	46	31%	76	-44%	67%	2.45	-44%	\$282,752	4%
MD of Taber	21	40%	22	-15%	93	-18%	95%	4.43	-18%	\$293,287	18%
Pincher Creek No 9	9	13%	14	8%	36	-25%	64%	4.00	-25%	\$346,811	10%
Willow Creek No 26	27	125%	30	-9%	80	-45%	90%	2.96	-45%	\$277,696	-10%
Crowsnest Pass	23	188%	33	65%	48	-32%	70%	2.09	-32%	\$372,201	75%
Vulcan County	11	120%	17	21%	44	-44%	65%	4.00	-44%	\$245,427	6%
Warner County No 5	10	25%	14	8%	36	-43%	71%	3.60	-43%	\$271,650	56%
Total	327	82%	466	33%	909	-29%	70%	2.78	-29%	\$317,611	NA

Year-to-Date

March 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	494	62%	706	10%	515	-26%	70%	3.13	-26%	\$320,425	12%
Cardston County	19	6%	29	-24%	34	-50%	66%	5.42	-50%	\$278,713	11%
Forty Mile County No 9	8	100%	26	86%	35	-19%	31%	13.13	-19%	\$161,281	-18%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	96	48%	116	-6%	72	-46%	83%	2.25	-46%	\$322,730	7%
MD of Taber	42	8%	64	3%	96	-16%	66%	6.83	-16%	\$274,381	6%
Pincher Creek No 9	21	24%	34	6%	36	-24%	62%	5.10	-24%	\$350,157	6%
Willow Creek No 26	70	59%	85	-13%	81	-45%	82%	3.46	-45%	\$266,270	9%
Crowsnest Pass	47	161%	62	17%	43	-36%	76%	2.72	-36%	\$296,511	-5%
Vulcan County	34	386%	41	3%	45	-41%	83%	3.94	-41%	\$266,771	14%
Warner County No 5	29	81%	34	-11%	37	-40%	85%	3.79	-40%	\$209,103	10%
Total	772	54%	1093	6%	871	-29%	71%	3.39	-54%	\$309,166	10%

March 2021

	2021		2020		2019		% Change	
	March	YTD	March	YTD	March	YTD	March	YTD
Total # of Listings	466	1,093	351	1,033	377	1,123	33%	6%
Total # of Sold	327	772	180	502	186	456	82%	54%
Total Sales Volume	\$103,858,695	\$238,676,510	\$48,901,508	\$140,898,534	\$50,977,849	\$126,457,875	112%	69%

Number of Units Sold by Price Range	2021		2020	
	March	YTD	March	YTD
<\$200,000	48	136	45	124
\$200,000 - \$299,999	106	259	70	185
\$300,000 - \$399,999	109	231	47	132
\$400,000 - \$499,999	39	88	8	33
\$500,000 - \$599,999	14	34	6	15
\$600,000 - \$699,999	9	20	2	6
\$700,000 - 999,999	2	3	2	7
\$1,000,000+	0	1	0	0

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$91,204,370	271	381	694
Other	\$12,654,325	56	85	215
Vacant Land	\$8,063,080	28	28	256
Total	\$111,921,775	355	494	1,165

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,500,000	1	1	28
Commercial	\$2,069,514	11	11	141
Total	\$3,569,514	12	12	169

Grand Total	\$115,491,289	367	506	1,334
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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	
	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD
Lethbridge	308	706	224	494	73%	70%	\$326,276	\$320,425	216	640	107	305	50%	48%	\$291,476	\$285,837
Barons	1	3	0	0	0%	0%	-	-	0	1	1	2	-	200%	\$93,800	\$124,400
Bellevue	5	10	6	7	120%	70%	\$291,917	\$290,500	2	5	0	2	0%	40%	-	\$286,250
Blairmore	7	17	6	13	86%	76%	\$328,083	\$263,577	1	8	3	6	300%	75%	\$246,817	\$390,475
Burdett	1	4	1	1	100%	25%	\$158,000	\$158,000	1	1	0	0	0%	0%	-	-
Cardston	5	11	4	10	80%	91%	\$322,000	\$289,840	6	17	4	8	67%	47%	\$247,175	\$227,712
Carmangay	2	4	1	4	50%	100%	\$175,000	\$113,875	1	3	0	0	0%	0%	-	-
Champion	0	3	1	2	-	67%	\$100,200	\$72,600	1	4	1	1	100%	25%	\$80,000	\$80,000
Claresholm	8	28	9	29	113%	104%	\$222,833	\$233,197	8	30	0	8	0%	27%	-	\$188,000
Coaldale	19	62	20	60	105%	97%	\$265,140	\$333,778	16	58	9	30	56%	52%	\$306,211	\$292,494
Coleman	17	27	7	18	41%	67%	\$397,232	\$269,535	3	12	1	5	33%	42%	\$366,450	\$390,290
Coutts	0	1	2	3	-	300%	\$72,500	\$94,000	0	2	0	0	-	0%	-	-
Cowley	1	2	0	0	0%	0%	-	-	0	0	0	1	-	-	-	\$410,000
Crowsnest	1	2	1	3	100%	150%	\$850,000	\$434,958	4	7	1	1	25%	14%	\$264,000	\$264,000
Foremost	0	1	0	1	-	100%	-	\$85,000	0	1	0	1	-	100%	-	\$85,000
Fort Macleod	7	18	4	10	57%	56%	\$173,375	\$229,940	9	20	4	18	44%	90%	\$119,375	\$191,900
Glenwood	2	3	0	3	0%	100%	-	\$182,750	2	2	0	0	0%	0%	-	-
Granum	3	5	0	1	0%	20%	-	\$195,000	1	2	1	2	100%	100%	\$169,500	\$234,750
Grassy Lake	0	0	0	1	-	-	-	\$237,000	1	2	1	2	100%	100%	\$204,000	\$159,250
Hill Spring	4	5	0	1	0%	20%	-	\$320,000	2	3	1	1	50%	33%	\$95,000	\$95,000
Lomond	1	2	0	2	0%	100%	-	\$211,000	1	4	1	1	100%	25%	\$135,000	\$135,000
Magrath	3	5	1	2	33%	40%	\$225,900	\$155,450	3	10	3	6	100%	60%	\$195,333	\$263,500
Milk River	5	10	1	8	20%	80%	\$230,000	\$168,875	3	8	1	2	33%	25%	\$105,000	\$126,625
Nobleford	5	10	4	9	80%	90%	\$231,125	\$243,544	2	8	3	5	150%	63%	\$223,500	\$238,500
Picture Butte	6	12	0	7	0%	58%	-	\$253,286	9	22	5	14	56%	64%	\$205,580	\$242,779
Pincher Creek	9	18	6	12	67%	67%	\$273,550	\$286,275	7	20	5	12	71%	60%	\$264,734	\$309,722
Raymond	4	17	6	16	150%	94%	\$362,750	\$262,812	8	19	4	8	50%	42%	\$165,613	\$210,931
Stavely	2	5	2	3	100%	60%	\$240,000	\$235,000	5	9	1	4	20%	44%	\$295,000	\$196,288
Stirling	3	4	0	1	0%	25%	-	\$61,000	1	2	0	1	0%	50%	-	\$189,000
Taber	20	50	15	29	75%	58%	\$267,402	\$235,827	20	46	13	28	65%	61%	\$240,769	\$250,643
Vauxhall	1	5	2	3	200%	60%	\$155,500	\$194,333	2	6	0	3	0%	50%	-	\$186,833
Vulcan	10	23	5	15	50%	65%	\$191,300	\$230,567	4	13	3	4	75%	31%	\$313,667	\$275,250
Warner	1	1	1	1	100%	100%	\$165,000	\$165,000	1	5	1	3	100%	60%	\$83,000	\$117,667
Coalhurst	9	17	4	11	44%	65%	\$327,000	\$339,818	5	21	1	8	20%	38%	\$332,000	\$278,175
Barnwell	1	5	1	4	100%	80%	\$212,000	\$275,000	2	3	0	2	0%	67%	-	\$362,500
Aetna	0	1	0	0	-	0%	-	-	0	0	0	1	-	-	-	\$300,000
Beaver Mines	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	1	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD	MAR	YTD
Enchant	0	0	0	0	-	-	-	-	0	2	0	2	-	100%	-	\$311,000
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Frank	0	2	1	2	-	100%	\$435,000	\$338,250	0	1	1	1	-	100%	\$84,500	\$84,500
Hays	0	2	1	1	-	50%	\$395,000	\$395,000	0	0	0	0	-	-	-	-
Hillcrest	0	1	1	2	-	200%	\$175,000	\$220,000	0	4	2	3	-	75%	\$123,000	\$143,467
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	1	4	0	2	0%	50%	-	\$220,000	3	7	2	3	67%	43%	\$296,750	\$287,833
Manyberries	1	1	0	0	0%	0%	-	-	1	1	0	0	0%	0%	-	-
Monarch	0	1	0	1	-	100%	-	\$168,000	0	2	1	1	-	50%	\$90,000	\$90,000
Mountain View	1	2	0	0	0%	0%	-	-	0	0	0	2	-	-	-	\$363,000
New Dayton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	1	2	1	2	100%	100%	\$80,000	\$132,500	1	3	0	0	0%	0%	-	-
Spring Coulee	0	0	0	0	-	-	-	-	0	1	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	1	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	0	1	1	1	-	100%	\$76,250	\$76,250
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	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	0	1	0	2	-	200%	-	\$471,500	1	2	0	0	0%	0%	-	-
Rural Crowsnest Pass	3	3	1	2	33%	67%	\$600,000	\$601,500	10	16	0	0	0%	0%	-	-
Rural Forty Mile County	0	2	0	0	-	0%	-	-	0	2	0	0	-	0%	-	-
Rural Lethbridge County	5	8	2	6	40%	75%	\$575,000	\$469,917	2	7	1	5	50%	71%	\$750,000	\$737,400
Rural Pincher Creek MD	3	9	3	7	100%	78%	\$493,333	\$496,857	3	4	1	1	33%	25%	\$601,000	\$601,000
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	0	2	2	4	-	200%	\$615,000	\$592,500	1	3	1	1	100%	33%	\$400,000	\$400,000
Rural Vulcan County	2	6	4	9	200%	150%	\$367,000	\$454,333	6	14	0	0	0%	0%	-	-
Rural Warner County	1	1	0	0	0%	0%	-	-	0	1	1	1	-	100%	\$470,000	\$470,000
Rural Willow Creek MD	2	6	1	4	50%	67%	\$670,000	\$444,750	5	16	4	6	80%	38%	\$530,063	\$491,708