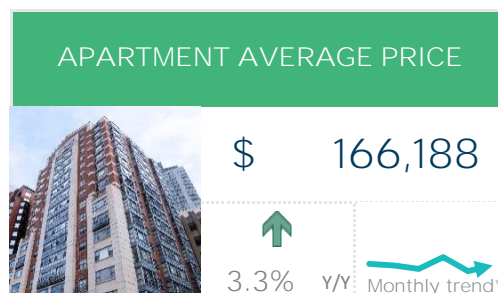
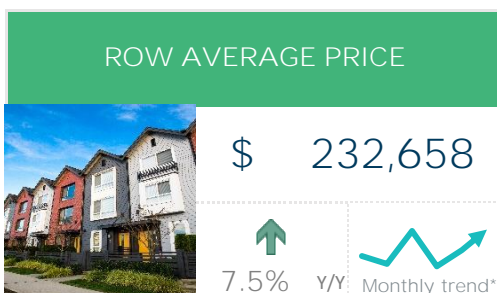
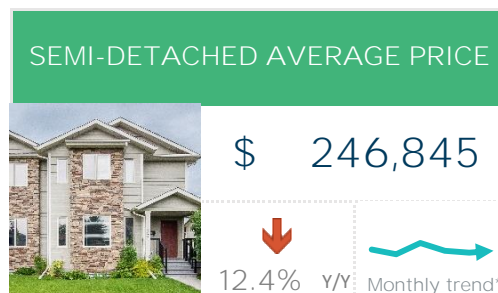
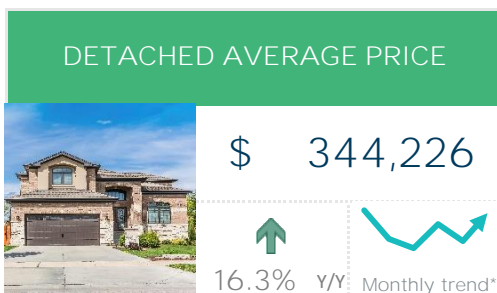
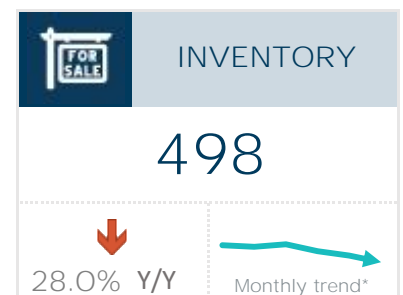
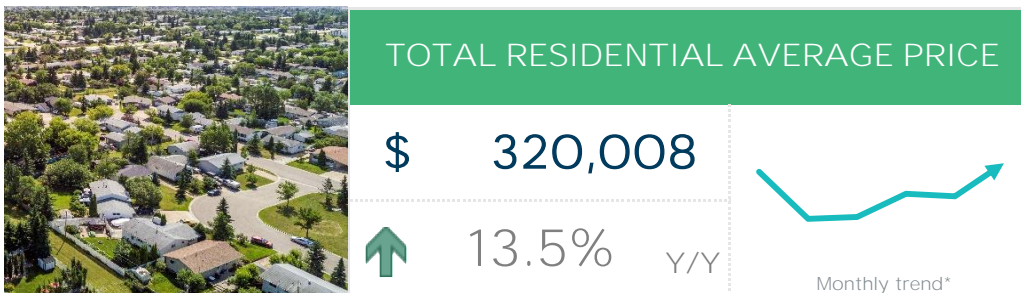
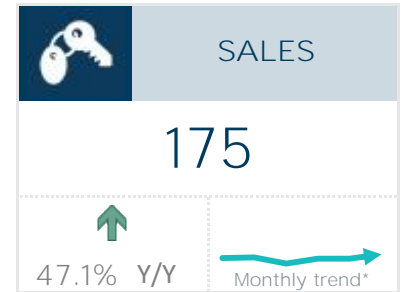


February 2021

## Market Trend Summary

February sales hit new record highs for the month with 175 sales. Much of the surge in sales is expected to be driven by the exceptionally low lending rates. At the same time, new listings continued to each causing the sales to new listings ratio to tighten to nearly 90 per cent. With most of the new listings being sold inventories trended down this month, pushing it to the lowest February recorded in over a decade.

Low inventories combined with strong sales caused the months of supply to fall below three months. This is the tightest condition seen for February since 2007. While distributional shifts are impacting price, persistent seller's market conditions are also contributing to the upward pressure on home prices. Most of the price gains have been driven by the detached segment of the market.



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

## February 2021

### February 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	140	43%	144	2%	311	-39%	97%	2.22	-57%	\$344,226	16%
Semi	14	133%	12	-25%	31	-24%	117%	2.21	-68%	\$246,845	-12%
Row	13	63%	22	29%	75	4%	59%	5.77	-36%	\$232,658	7%
Apartment	8	14%	17	-32%	81	19%	47%	10.13	4%	\$166,188	3%
<b>Total Residential</b>	<b>175</b>	<b>47%</b>	<b>195</b>	<b>-2%</b>	<b>498</b>	<b>-28%</b>	<b>90%</b>	<b>2.85</b>	<b>-51%</b>	<b>\$320,008</b>	<b>14%</b>

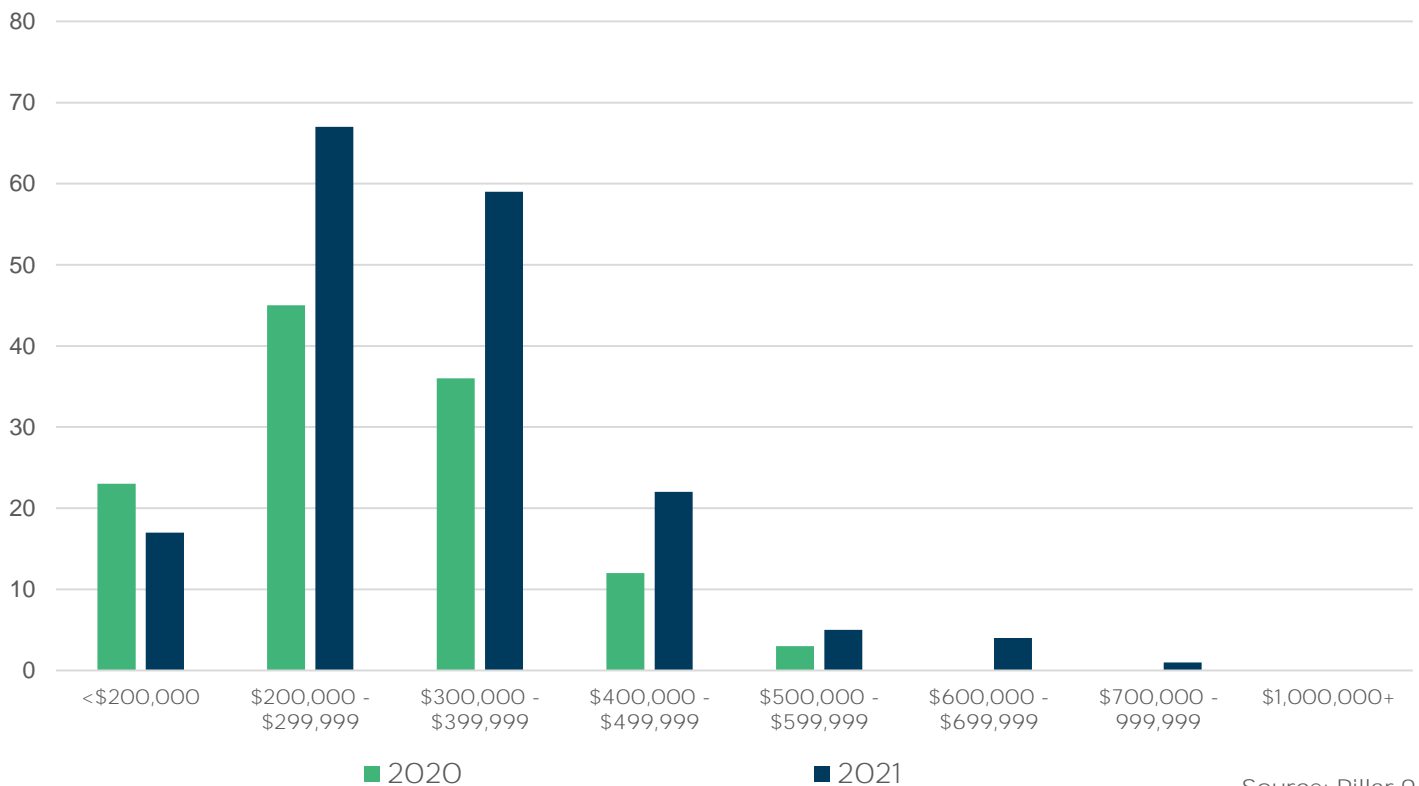
### Year-to-Date

### February 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	218	38%	284	-14%	320	-37%	77%	2.93	-55%	\$338,740	14%
Semi	20	67%	25	9%	34	-11%	80%	3.40	-46%	\$235,591	-13%
Row	23	53%	43	54%	72	6%	53%	6.26	-31%	\$224,711	-3%
Apartment	9	-31%	45	10%	79	31%	20%	17.44	89%	\$161,278	-2%
<b>Total Residential</b>	<b>270</b>	<b>36%</b>	<b>397</b>	<b>-6%</b>	<b>504</b>	<b>-26%</b>	<b>68%</b>	<b>3.73</b>	<b>-45%</b>	<b>\$315,470</b>	<b>12%</b>

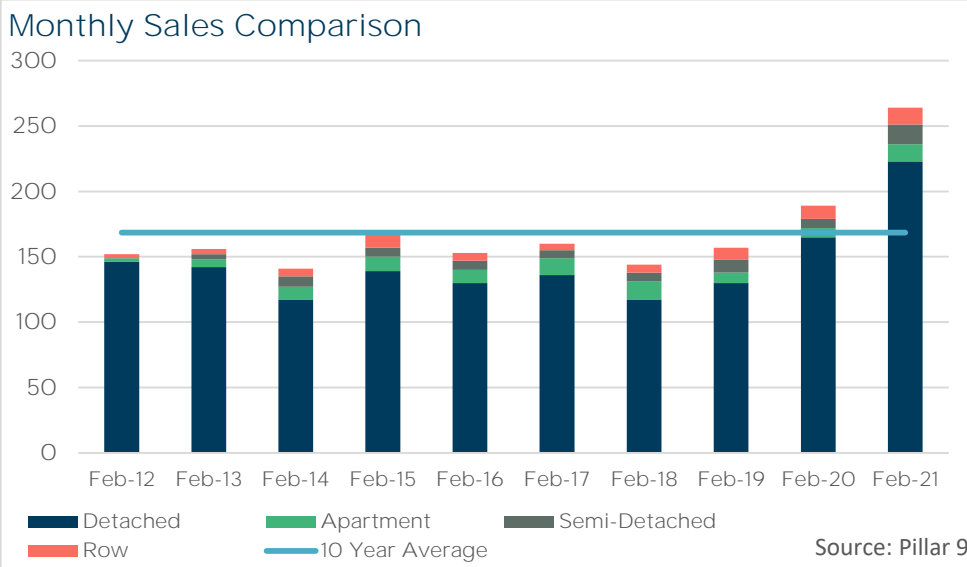
### Residential Sales by Price Range

February



Source: Pillar 9

February 2021



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

### SALES

264

↑ 39.7% Y/Y    ↑ 38.2% YTD

### NEW LISTINGS

321

↑ 1.6% Y/Y    ↓ 8.5% YTD

### TOTAL RESIDENTIAL AVG PRICE

\$ 306,491

↑ 8.3% Y/Y    Monthly trend\*

### INVENTORY

844

↓ 31.4% Y/Y    Monthly trend\*

### DETACHED AVG PRICE

\$ 322,838

↑ 10.7% Y/Y    Monthly trend\*

### SEMI-DETACHED AVG PRICE

\$ 257,855

↓ 6.3% Y/Y    Monthly trend\*

### ROW AVG PRICE

\$ 232,658

↑ 0.5% Y/Y    Monthly trend\*

### APARTMENT AVG PRICE

\$ 156,038

↓ 3.0% Y/Y    Monthly trend\*

### MONTHS OF SUPPLY

3.20

↓ 31.4% Y/Y    Monthly trend\*

## February 2021

### February 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	223	35%	262	2%	640	-37%	85%	2.87	-37%	\$322,838	11%
Semi	15	114%	16	14%	40	-25%	94%	2.67	-25%	\$257,855	-6%
Row	13	30%	25	25%	82	-9%	52%	6.31	-9%	\$232,658	0%
Apartment	13	86%	18	-28%	82	14%	72%	6.31	14%	\$156,038	-3%
<b>Total Residential</b>	<b>264</b>	<b>40%</b>	<b>321</b>	<b>2%</b>	<b>844</b>	<b>-31%</b>	<b>82%</b>	<b>3.20</b>	<b>-31%</b>	<b>\$306,491</b>	<b>8%</b>

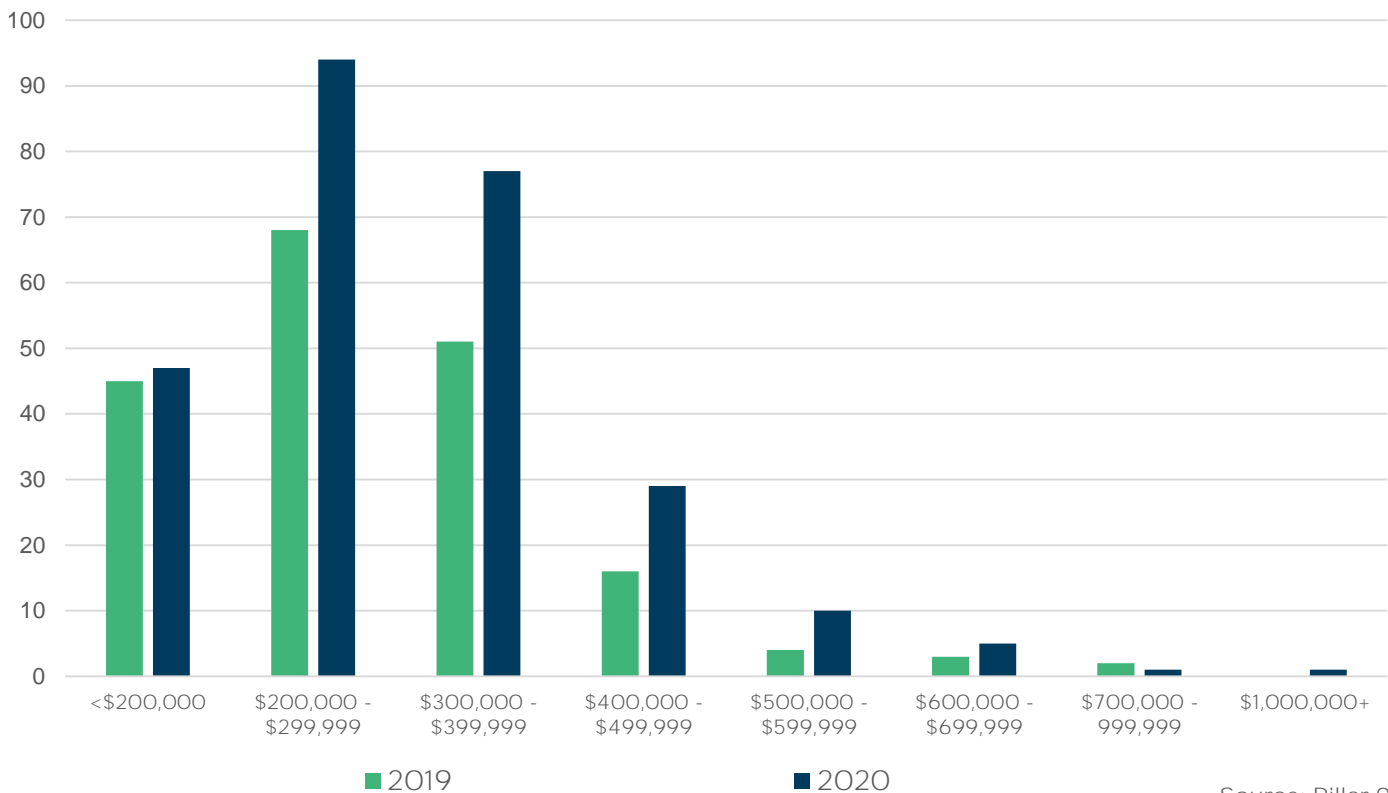
### Year-to-Date

### February 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	381	38%	497	-14%	650	-35%	77%	3.41	-53%	\$316,961	7%
Semi	25	67%	32	14%	42	-19%	78%	3.32	-52%	\$246,588	-7%
Row	24	33%	46	35%	78	-8%	52%	6.50	-31%	\$234,931	1%
Apartment	15	15%	49	11%	82	28%	31%	10.93	11%	\$148,367	-10%
<b>Total Residential</b>	<b>445</b>	<b>38%</b>	<b>624</b>	<b>-9%</b>	<b>853</b>	<b>-29%</b>	<b>71%</b>	<b>3.83</b>	<b>-49%</b>	<b>\$302,901</b>	<b>6%</b>

## Residential Sales by Price Range

February



Source: Pillar 9

February 2021

February 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	175	47%	195	-2%	498	-28%	90%	2.85	-28%	\$320,008	14%
Cardston County	8	60%	9	-25%	32	-54%	89%	4.00	-54%	\$286,394	4%
Forty Mile County Nc	2	100%	9	50%	36	-18%	22%	18.00	-18%	\$95,000	12%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	34	31%	39	-11%	70	-49%	87%	2.06	-49%	\$342,159	10%
MD of Taber	12	-8%	20	54%	99	-12%	60%	8.25	-12%	\$242,081	-12%
Pincher Creek No 9	3	-25%	7	-36%	35	-27%	43%	11.67	-27%	\$359,000	52%
Willow Creek No 26	22	16%	38	41%	80	-46%	58%	3.64	-46%	\$242,236	15%
Crowsnest Pass	13	44%	19	36%	42	-32%	68%	3.23	-32%	\$214,885	-39%
Vulcan County	9	350%	16	14%	46	-39%	56%	5.11	-39%	\$268,000	13%
Warner County No 5	9	125%	9	-31%	35	-45%	100%	3.89	-45%	\$188,500	-13%
<b>Total</b>	<b>264</b>	<b>40%</b>	<b>321</b>	<b>2%</b>	<b>844</b>	<b>-31%</b>	<b>82%</b>	<b>3.20</b>	<b>-31%</b>	<b>\$306,491</b>	<b>NA</b>

Year-to-Date

February 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	270	36%	397	-6%	504	-26%	68%	3.73	-26%	\$315,470	12%
Cardston County	14	40%	14	-42%	32	-54%	100%	4.50	-54%	\$270,118	-5%
Forty Mile County Nc	5	67%	19	111%	34	-22%	26%	13.40	-22%	\$124,150	-40%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	65	48%	70	-20%	72	-46%	93%	2.22	-46%	\$341,797	8%
MD of Taber	21	-13%	42	17%	97	-16%	50%	9.24	-16%	\$255,475	-4%
Pincher Creek No 9	12	33%	20	5%	35	-24%	60%	5.83	-24%	\$352,667	3%
Willow Creek No 26	43	34%	55	-15%	80	-46%	78%	3.72	-46%	\$259,095	18%
Crowsnest Pass	24	140%	29	-12%	40	-38%	83%	3.33	-38%	\$223,974	-43%
Vulcan County	23	####	24	-8%	45	-39%	96%	3.91	-39%	\$276,978	17%
Warner County No 5	19	138%	20	-20%	37	-38%	95%	3.89	-38%	\$176,184	-14%
<b>Total</b>	<b>445</b>	<b>38%</b>	<b>624</b>	<b>-9%</b>	<b>853</b>	<b>-29%</b>	<b>71%</b>	<b>3.83</b>	<b>-49%</b>	<b>\$302,901</b>	<b>6%</b>

## February 2021

	2021		2020		2019		% Change	
	February	YTD	February	YTD	February	YTD	February	YTD
Total # of Listings	321	624	316	682	330	746	2%	-9%
Total # of Sold	264	445	189	322	157	270	40%	38%
Total Sales Volume	\$80,913,706	\$134,790,815	\$53,470,307	\$91,997,026	\$43,205,333	\$75,480,026	51%	47%

Number of Units	2021		2020	
	February	YTD	February	YTD
Sold by Price Range				
<\$200,000	47	88	45	79
\$200,000 - \$299,999	94	153	68	115
\$300,000 - \$399,999	77	122	51	85
\$400,000 - \$499,999	29	49	16	25
\$500,000 - \$599,999	10	20	4	9
\$600,000 - \$699,999	5	11	3	4
\$700,000 - 999,999	1	1	2	5
\$1,000,000+	1	1	0	0

### Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$71,992,821	223	262	640
Other	\$8,920,884	41	59	204
Vacant Land	\$1,450,900	15	15	260
<b>Total</b>	<b>\$82,364,606</b>	<b>279</b>	<b>336</b>	<b>1,104</b>

### Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$5,200,000	1	1	24
Commercial	\$1,017,712	5	5	145
<b>Total</b>	<b>\$6,217,712</b>	<b>6</b>	<b>6</b>	<b>169</b>

<b>Grand Total</b>	<b>\$88,582,318</b>	<b>285</b>	<b>342</b>	<b>1,273</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	
	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD
Lethbridge	195	397	175	270	90%	68%	\$320,008	\$315,470	199	423	119	198	60%	47%	\$281,942	\$282,790
Barons	2	2	0	0	0%	0%	-	-	1	1	1	1	100%	100%	\$155,000	\$155,000
Burdett	1	3	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Cardston	4	6	3	6	75%	100%	\$334,967	\$268,400	8	11	2	4	25%	36%	\$131,500	\$208,250
Carmangay	1	2	1	3	100%	150%	\$135,000	\$93,500	1	2	0	0	0%	0%	-	-
Champion	3	3	1	1	33%	33%	\$45,000	\$45,000	2	3	0	0	0%	0%	-	-
Claresholm	15	20	11	20	73%	100%	\$239,836	\$237,860	9	22	4	8	44%	36%	\$187,500	\$188,000
Coaldale	22	43	24	40	109%	93%	\$358,313	\$368,098	23	42	11	21	48%	50%	\$276,071	\$286,616
Coutts	1	1	1	1	100%	100%	\$137,000	\$137,000	2	2	0	0	0%	0%	-	-
Cowley	1	1	0	0	0%	0%	-	-	0	0	0	1	-	-	-	\$410,000
Crowsnest Pass	0	0	1	1	-	-	\$603,000	\$603,000	3	6	0	0	0%	0%	-	-
Foremost	0	1	1	1	-	100%	\$85,000	\$85,000	1	1	1	1	100%	100%	\$85,000	\$85,000
Fort Macleod	8	11	3	6	38%	55%	\$199,333	\$267,650	4	11	6	14	150%	127%	\$190,533	\$212,621
Glenwood	0	1	3	3	-	300%	\$182,750	\$182,750	0	0	0	0	-	-	-	-
Granum	2	2	0	1	0%	50%	-	\$195,000	1	1	1	1	100%	100%	\$300,000	\$300,000
Grassy Lake	0	0	0	1	-	-	-	\$237,000	0	1	0	1	-	100%	-	\$114,500
Hill Spring	1	1	1	1	100%	100%	\$320,000	\$320,000	1	1	0	0	0%	0%	-	-
Johnson's Addition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lomond	0	1	1	2	-	200%	\$302,000	\$211,000	2	3	0	0	0%	0%	-	-
Magrath	1	2	0	1	0%	50%	-	\$85,000	2	7	2	3	100%	43%	\$255,000	\$331,667
Milk River	2	5	5	7	250%	140%	\$186,200	\$160,143	1	5	0	1	0%	20%	-	\$148,250
Nobleford	3	5	3	5	100%	100%	\$269,133	\$253,480	2	6	0	2	0%	33%	-	\$261,000
Picture Butte	3	6	4	7	133%	117%	\$270,750	\$253,286	5	13	6	9	120%	69%	\$280,001	\$263,445
Pincher Creek	4	9	2	6	50%	67%	\$373,500	\$299,000	8	13	4	7	50%	54%	\$236,000	\$341,857
Pincher Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Raymond	5	13	3	10	60%	77%	\$209,500	\$202,850	7	11	2	4	29%	36%	\$300,250	\$256,250
Stavely	2	3	1	1	50%	33%	\$225,000	\$225,000	0	4	3	3	-	75%	\$163,383	\$163,383
Stirling	1	1	0	1	0%	100%	-	\$61,000	0	1	0	1	-	100%	-	\$189,000
Taber	15	30	9	14	60%	47%	\$236,663	\$201,998	9	26	10	15	111%	58%	\$274,500	\$259,200
Vauxhall	1	4	1	1	100%	25%	\$272,000	\$272,000	3	4	1	3	33%	75%	\$30,000	\$186,833
Vulcan	8	13	3	10	38%	77%	\$183,000	\$250,200	4	9	1	1	25%	11%	\$160,000	\$160,000
Warner	0	0	0	0	-	-	-	-	2	4	2	2	100%	50%	\$135,000	\$135,000
Coalhurst	5	8	1	7	20%	88%	\$319,000	\$347,143	8	16	6	7	75%	44%	\$267,233	\$270,486
Barnwell	2	4	2	3	100%	75%	\$251,500	\$296,000	0	1	0	2	-	200%	-	\$362,500
Aetna	0	1	0	0	-	0%	-	-	0	0	0	1	-	-	-	\$300,000
Beaver Mines	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Beazer	-	-	-	-	-	-	-	-	1	1	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	1	0	0	-	0%	-	-	1	1	0	0	0%	0%	-	-
Enchant	0	0	0	0	-	-	-	-	1	2	1	2	100%	100%	\$337,000	\$311,000

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Hays	1	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lowland Heights	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lundbreck	0	3	1	2	-	67%	\$330,000	\$220,000	2	4	0	1	0%	25%	-	\$270,000
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	1	1	0	1	0%	100%	-	\$168,000	2	2	0	0	0%	0%	-	-
Mountain View	1	1	0	0	0%	0%	-	-	0	0	1	2	-	-	\$600,000	\$363,000
New Dayton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	1	1	-	-	\$450,000	\$450,000
Shaughnessy	0	1	0	1	-	100%	-	\$185,000	0	2	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	1	1	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
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	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	1	1	2	100%	200%	\$418,000	\$471,500	0	1	0	0	-	0%	-	-
Rural Forty Mile County	1	2	0	0	0%	0%	-	-	2	2	0	0	0%	0%	-	-
Rural Lethbridge County	3	3	2	4	67%	133%	\$412,250	\$417,375	2	5	2	4	100%	80%	\$823,500	\$734,250
Rural Pincher Creek MD	1	6	0	4	0%	67%	-	\$499,500	0	1	0	0	-	0%	-	-
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	1	2	0	2	0%	100%	-	\$570,000	0	2	0	0	-	0%	-	-
Rural Vulcan County	3	4	3	5	100%	125%	\$460,333	\$524,200	4	8	0	0	0%	0%	-	-
Rural Warner County	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Rural Willow Creek MD	2	4	2	3	100%	75%	\$294,500	\$369,667	4	11	1	2	25%	18%	\$400,000	\$415,000