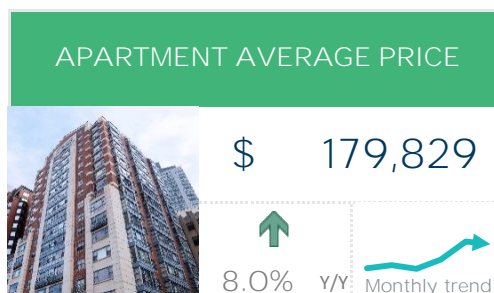
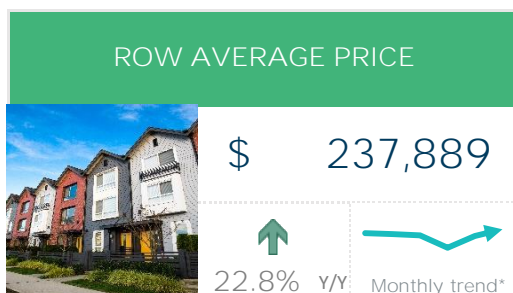
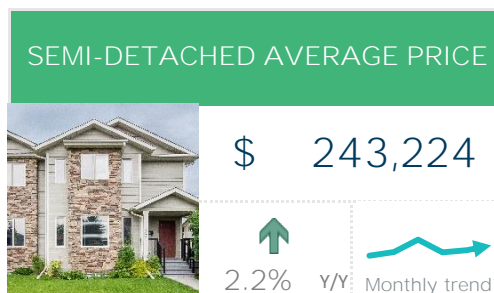
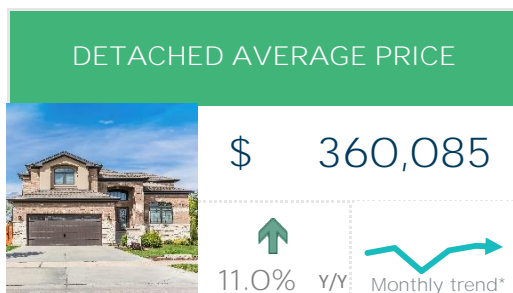
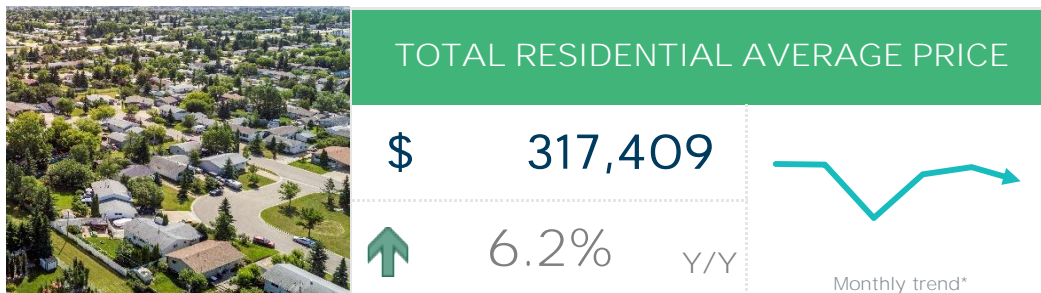
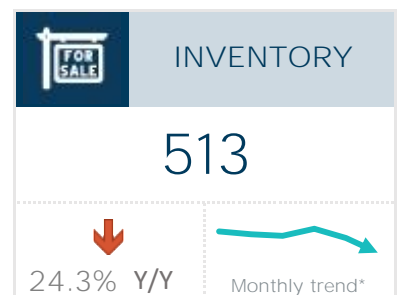


July 2021

Market Trend Summary

Lethbridge housing market is showing no signs of letting up as sales hit another record high for July. Year-to-date, there have been 1,487 sales in the city, a record high and over 55 per cent higher than longer-term trends in the area. At the same time, new listings trended down in July, causing further declines in inventories.

Easing inventory levels relative to strong sales ensured the months of supply remained at two months, significantly lower than levels we traditionally see in July and reflect the tightest conditions since 2007. Persistently tight conditions have been impacting the prices in the market this year, especially for detached properties. So far this year, the average price of a detached home rose by nearly 12 per cent.



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

July 2021

July 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	174	7%	177	-8%	330	-29%	98%	1.90	-33%	\$360,085	11%
Semi	17	-6%	9	-36%	35	-24%	189%	2.06	-19%	\$243,224	2%
Row	36	157%	22	-19%	52	-45%	164%	1.44	-79%	\$237,889	23%
Apartment	24	100%	26	86%	96	32%	92%	4.00	-34%	\$179,829	8%
Total Residential	251	21%	234	-6%	513	-24%	107%	2.04	-38%	\$317,409	6%

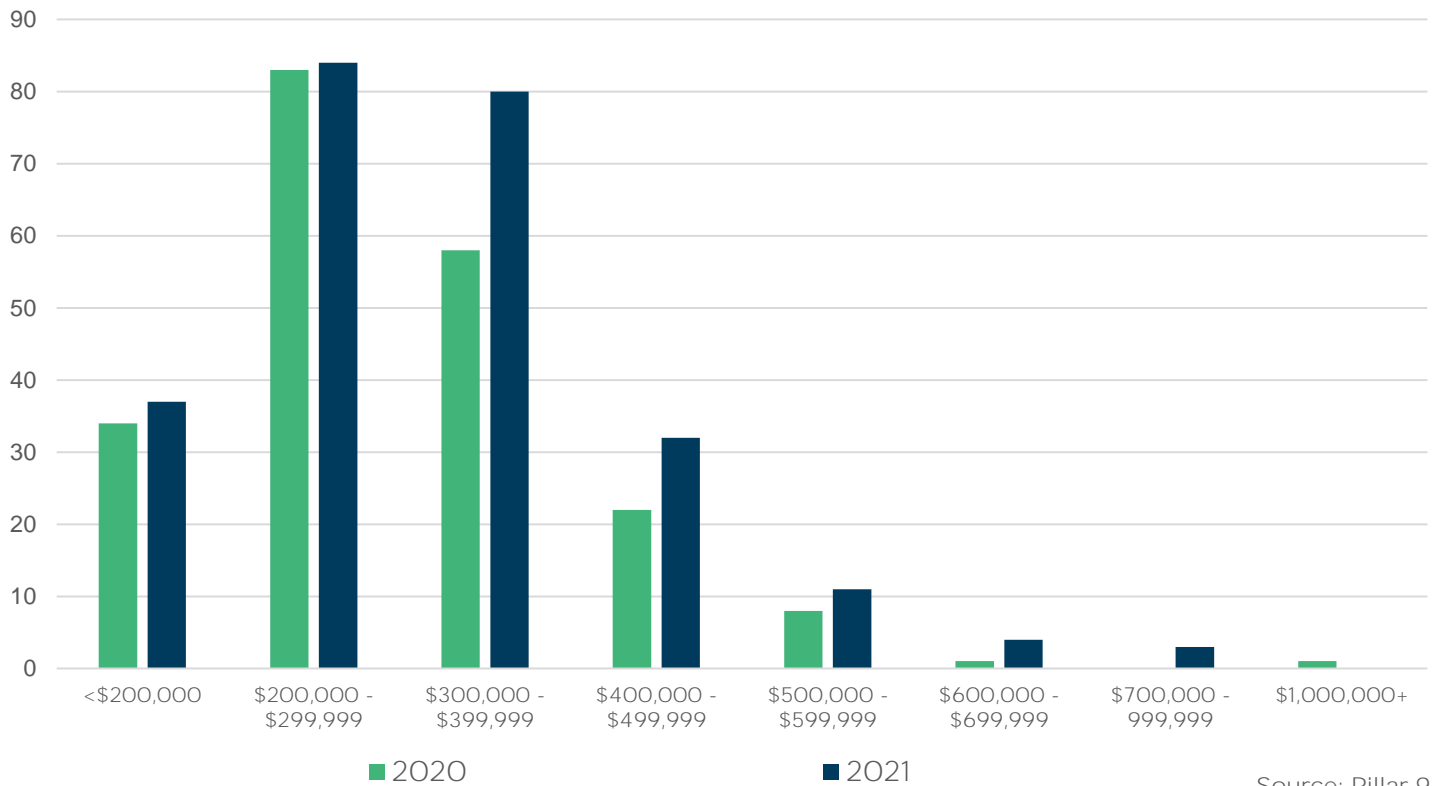
Year-to-Date

July 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	1139	52%	1346	18%	344	-32%	85%	2.11	-55%	\$349,486	12%
Semi	99	60%	115	20%	35	-22%	86%	2.51	-51%	\$249,035	2%
Row	157	134%	178	31%	70	-15%	88%	3.12	-64%	\$233,226	-2%
Apartment	92	109%	192	68%	95	31%	48%	7.24	-37%	\$173,532	2%
Total Residential	1487	61%	1831	24%	544	-23%	81%	2.56	-52%	\$319,637	8%

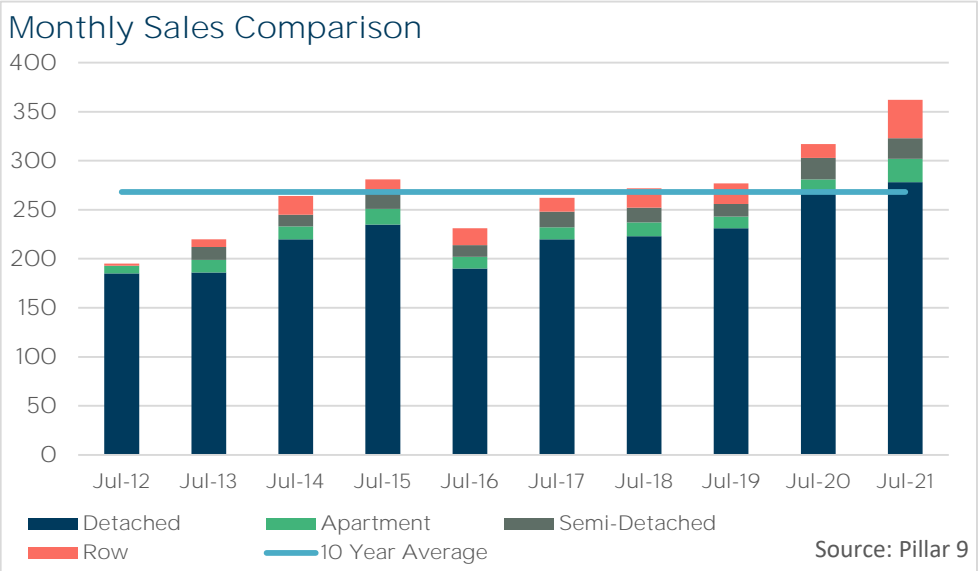
Residential Sales by Price Range

July



Source: Pillar 9

July 2021



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

SALES

362

↑ 14.2% Y/Y ↑ 57.9% YTD

NEW LISTINGS

379

↓ 10.0% Y/Y ↑ 20.9% YTD

TOTAL RESIDENTIAL AVG PRICE

\$ 317,079

↑ 8.1% Y/Y Monthly trend*

DETACHED AVG PRICE

\$ 342,731

↑ 11.3% Y/Y Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 283,843

↑ 16.2% Y/Y Monthly trend*

INVENTORY

911

↓ 24.8% Y/Y Monthly trend*

ROW AVG PRICE

\$ 236,577

↑ 22.1% Y/Y Monthly trend*

APARTMENT AVG PRICE

\$ 179,829

↑ 5.1% Y/Y Monthly trend*

MONTHS OF SUPPLY

2.52

↓ 24.8% Y/Y Monthly trend*

July 2021

July 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	278	3%	317	-10%	702	-28%	88%	2.53	-28%	\$342,731	11%
Semi	21	-5%	10	-47%	45	-20%	210%	2.14	-20%	\$283,843	16%
Row	39	179%	25	-19%	63	-40%	156%	1.62	-40%	\$236,577	22%
Apartment	24	100%	27	59%	102	31%	89%	4.25	31%	\$179,829	5%
Total Residential	362	14%	379	-10%	911	-25%	96%	2.52	-25%	\$317,079	8%

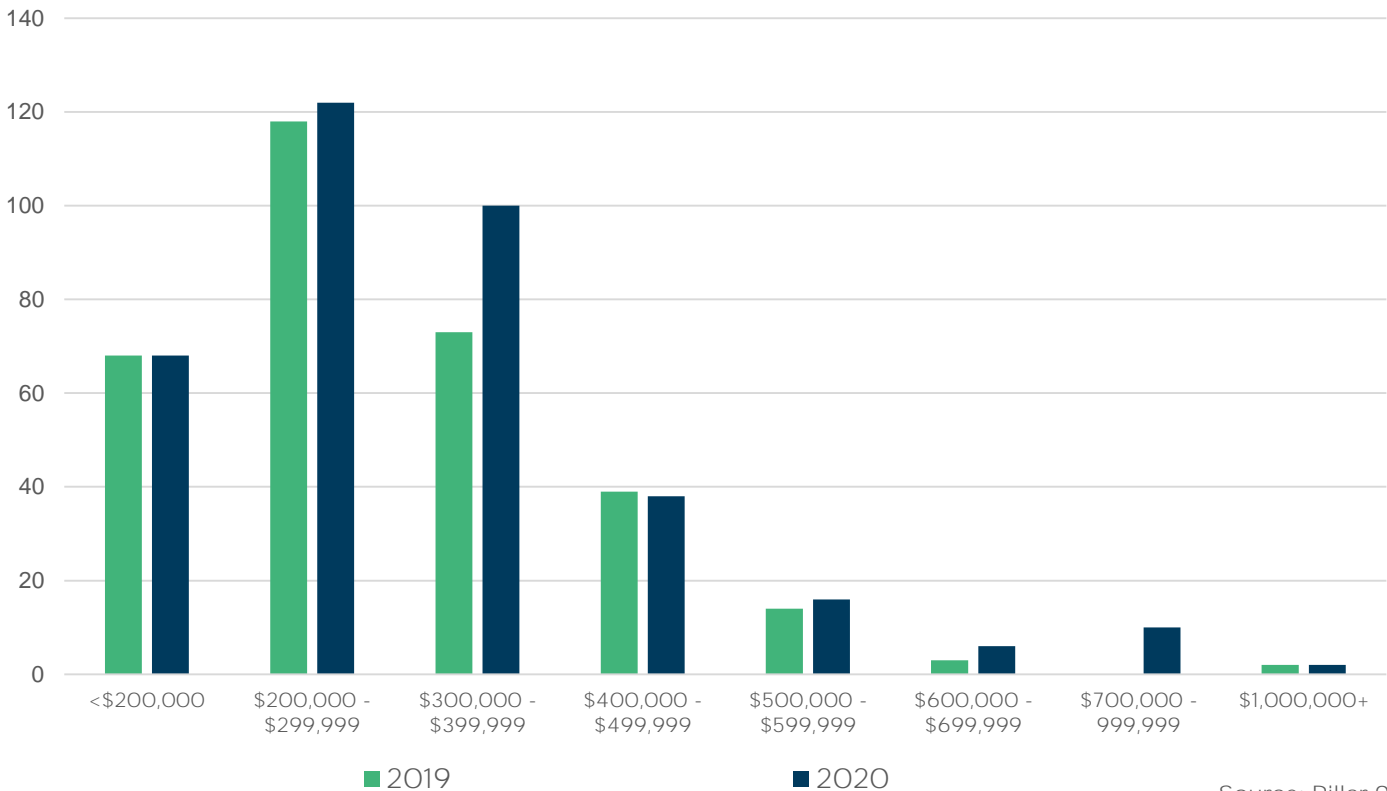
Year-to-Date

July 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	1939	52%	2382	17%	702	-30%	81%	2.53	-54%	\$332,017	12%
Semi	123	52%	146	20%	47	-18%	84%	2.68	-46%	\$254,316	4%
Row	172	115%	207	35%	80	-15%	83%	3.24	-61%	\$234,651	-4%
Apartment	105	128%	206	65%	100	30%	51%	6.64	-43%	\$169,108	0%
Total Residential	2339	58%	2941	21%	917	-26%	80%	2.75	-53%	\$313,458	10%

Residential Sales by Price Range

July



Source: Pillar 9

July 2021

July 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	251	21%	234	-6%	513	-24%	107%	2.04	-24%	\$317,409	6%
Cardston County	11	-8%	11	10%	41	-37%	100%	3.73	-37%	\$318,173	21%
Forty Mile County Nc	5	67%	2	-75%	35	-13%	250%	7.00	-13%	\$303,100	47%
Waterton ID	0	-100%	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	42	27%	44	-15%	96	-29%	95%	2.29	-29%	\$345,026	6%
MD of Taber	14	-18%	37	28%	100	1%	38%	7.14	1%	\$310,357	16%
Pincher Creek No 9	12	20%	11	-31%	28	-42%	109%	2.33	-42%	\$354,417	-45%
Willow Creek No 26	16	-56%	27	-46%	97	-34%	59%	6.06	-34%	\$306,938	29%
Crowsnest Pass	16	33%	17	-26%	47	-46%	94%	2.94	-46%	\$370,750	41%
Vulcan County	10	-9%	20	43%	45	-48%	50%	4.50	-48%	\$319,100	-10%
Warner County No 5	10	-38%	20	18%	41	-32%	50%	4.10	-32%	\$196,900	-18%
Total	362	14%	379	-10%	911	-25%	96%	2.52	-25%	\$317,079	NA

Year-to-Date

July 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	1487	61%	1831	24%	544	-23%	81%	2.56	-23%	\$319,637	8%
Cardston County	66	50%	87	7%	39	-44%	76%	4.17	-44%	\$299,655	21%
Forty Mile County Nc	26	44%	54	32%	37	-13%	48%	9.85	-13%	\$203,740	-29%
Waterton ID	1	0%	2	100%	2	33%	50%	12.00	33%	\$1,950,000	70%
Lethbridge County	275	54%	348	21%	86	-34%	79%	2.19	-34%	\$335,253	11%
MD of Taber	141	18%	195	25%	95	-10%	72%	4.72	-10%	\$294,062	16%
Pincher Creek No 9	80	86%	93	15%	33	-31%	86%	2.93	-31%	\$319,324	-14%
Willow Creek No 26	184	33%	236	-1%	83	-42%	78%	3.17	-42%	\$275,144	15%
Crowsnest Pass	125	123%	167	25%	50	-33%	75%	2.81	-33%	\$310,457	6%
Vulcan County	94	141%	114	11%	43	-47%	82%	3.18	-47%	\$261,139	1%
Warner County No 5	85	47%	105	5%	37	-40%	81%	3.02	-40%	\$239,695	6%
Total	2339	58%	2941	21%	917	-26%	80%	2.75	-53%	\$313,458	10%

July 2021

	2021		2020		2019		% Change	
	July	YTD	July	YTD	July	YTD	July	YTD
Total # of Listings	379	2,941	421	2,432	403	2,920	-10%	21%
Total # of Sold	362	2,339	317	1,481	277	1,474	14%	58%
Total Sales Volume	\$114,782,449	\$733,178,730	\$92,954,065	\$423,542,444	\$75,968,112	\$409,166,891	23%	73%

Number of Units	2021		2020	
Sold by Price Range	July	YTD	July	YTD
<\$200,000	68	424	68	329
\$200,000 - \$299,999	122	788	118	570
\$300,000 - \$399,999	100	680	73	376
\$400,000 - \$499,999	38	248	39	125
\$500,000 - \$599,999	16	114	14	49
\$600,000 - \$699,999	6	48	3	18
\$700,000 - 999,999	10	30	0	11
\$1,000,000+	2	7	2	3

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$95,279,349	278	317	702
Other	\$19,503,100	84	62	209
Vacant Land	\$1,267,400	9	9	359
Total	\$116,049,849	371	388	1,270

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,500,150	2	2	25
Commercial	\$1,298,582	5	5	150
Total	\$2,798,732	7	7	175

Grand Total	\$118,848,581	378	395	1,445
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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	
	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD
Lethbridge	234	1831	251	1487	107%	81%	\$317,409	\$319,637	248	1482	207	921	83%	62%	\$298,870	\$295,315
Barons	1	6	1	5	100%	83%	\$271,000	\$134,101	2	5	0	4	0%	80%	-	\$113,450
Bellevue	2	24	3	16	150%	67%	\$367,333	\$287,838	0	10	1	6	-	60%	\$235,000	\$219,917
Blairmore	6	44	3	33	50%	75%	\$332,667	\$289,042	1	19	1	17	100%	89%	\$265,000	\$325,649
Burdett	0	9	1	3	-	33%	\$245,000	\$173,000	2	4	0	1	0%	25%	-	\$220,000
Cardston	9	43	4	31	44%	72%	\$230,250	\$280,845	4	36	8	25	200%	69%	\$277,500	\$250,748
Carmangay	0	7	1	9	-	129%	\$146,500	\$128,289	0	8	0	1	-	13%	-	\$162,500
Champion	2	11	2	9	100%	82%	\$147,500	\$112,800	1	9	0	3	0%	33%	-	\$88,333
Claresholm	4	75	2	71	50%	95%	\$215,125	\$223,970	17	78	19	47	112%	60%	\$236,421	\$205,013
Coaldale	20	156	17	136	85%	87%	\$303,959	\$332,724	26	135	13	90	50%	67%	\$357,046	\$313,775
Coleman	8	80	6	56	75%	70%	\$335,500	\$278,531	4	28	5	20	125%	71%	\$256,000	\$318,071
Coutts	1	4	0	4	0%	100%	-	\$79,500	2	5	1	2	50%	40%	\$22,500	\$42,250
Cowley	0	5	1	5	-	100%	\$179,000	\$150,460	0	4	0	1	-	25%	-	\$410,000
Crowsnest	0	4	1	4	-	100%	\$142,000	\$361,719	15	43	5	7	33%	16%	\$273,800	\$303,857
Foremost	0	3	0	4	-	133%	-	\$90,500	0	5	1	3	-	60%	\$145,000	\$146,667
Fort Macleod	6	45	4	30	67%	67%	\$326,250	\$270,464	10	45	4	39	40%	87%	\$175,250	\$192,313
Glenwood	0	4	1	6	-	150%	\$799,000	\$345,708	1	7	0	0	0%	0%	-	-
Granum	2	19	3	9	150%	47%	\$117,667	\$164,444	2	8	0	3	0%	38%	-	\$254,833
Grassy Lake	1	7	0	4	0%	57%	-	\$244,125	1	5	0	3	0%	60%	-	\$149,333
Hill Spring	1	13	3	10	300%	77%	\$370,633	\$270,190	0	7	0	2	-	29%	-	\$153,966
Lomond	0	2	0	4	-	200%	-	\$208,225	1	9	0	2	0%	22%	-	\$92,500
Magrath	0	18	3	13	-	72%	\$222,667	\$290,992	4	20	4	14	100%	70%	\$235,625	\$238,036
Milk River	5	25	3	24	60%	96%	\$106,667	\$129,829	5	23	2	5	40%	22%	\$115,000	\$111,810
Nobleford	2	26	3	21	150%	81%	\$211,667	\$249,662	7	33	7	21	100%	64%	\$281,857	\$289,381
Picture Butte	6	40	4	27	67%	68%	\$560,500	\$291,861	3	41	3	25	100%	61%	\$306,833	\$236,096
Pincher Creek	9	61	7	56	78%	92%	\$253,143	\$275,890	10	48	7	32	70%	67%	\$219,929	\$261,852
Raymond	8	52	5	40	63%	77%	\$254,800	\$288,256	9	48	8	30	89%	63%	\$298,689	\$268,162
Stavelly	1	12	0	9	0%	75%	-	\$316,667	2	15	2	8	100%	53%	\$178,500	\$191,769
Stirling	5	12	0	4	0%	33%	-	\$311,500	0	8	2	9	-	113%	\$196,000	\$233,167
Taber	30	145	10	103	33%	71%	\$376,300	\$283,263	17	117	13	94	76%	80%	\$272,338	\$248,763
Vauxhall	4	17	3	11	75%	65%	\$64,667	\$178,182	6	14	3	10	50%	71%	\$115,667	\$121,900
Vulcan	9	58	4	45	44%	78%	\$278,125	\$265,489	3	32	1	13	33%	41%	\$186,000	\$253,835
Warner	1	8	1	8	100%	100%	\$90,000	\$172,362	1	9	2	7	200%	78%	\$177,250	\$106,036
Coalhurst	10	70	13	52	130%	74%	\$353,677	\$341,257	8	40	2	21	25%	53%	\$343,450	\$257,224
Barnwell	2	13	1	12	50%	92%	\$388,000	\$351,175	2	8	0	5	0%	63%	-	\$364,200
Aetna	0	1	0	2	-	200%	-	\$299,500	0	0	0	1	-	-	-	\$300,000
Beaver Mines	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$345,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	2	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	1	6	0	2	0%	33%	-	\$843,500	1	3	0	1	0%	33%	-	\$1,000,000

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD
Enchant	0	0	0	1	-	-	-	\$155,000	0	3	0	2	-	67%	-	\$311,000
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Frank	1	5	1	4	100%	80%	\$745,000	\$550,375	0	1	0	1	-	100%	-	\$84,500
Hays	0	3	0	3	-	100%	-	\$326,667	2	2	0	0	0%	0%	-	-
Hillcrest	0	6	2	6	-	100%	\$466,000	\$406,833	0	5	0	5	-	100%	-	\$201,880
Iron Springs	0	1	0	1	-	100%	-	\$418,000	0	0	0	0	-	-	-	-
Lundbreck	1	7	1	4	100%	57%	\$141,000	\$197,450	2	12	1	5	50%	42%	\$4,085,000	\$999,700
Manyberries	0	1	0	0	-	0%	-	-	0	3	1	1	-	33%	\$30,000	\$30,000
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	2	8	2	8	100%	100%	\$244,500	\$210,250	1	7	3	4	300%	57%	\$90,500	\$80,625
Spring Coulee	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Turin	0	1	0	1	-	100%	-	\$165,000	0	1	1	1	-	100%	\$438,000	\$438,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	0	1	-	50%	-	\$1,950,000	0	1	1	1	-	100%	\$1,150,000	\$1,150,000
Welling	0	2	0	1	-	50%	-	\$695,000	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	0	2	1	2	-	100%	\$445,000	\$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	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	4	0	2	0%	50%	-	\$471,500	1	5	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	4	0	6	-	150%	-	\$496,033	3	28	0	0	0%	0%	-	-
Rural Forty Mile County	0	5	1	2	-	40%	\$490,000	\$452,500	1	6	0	4	0%	67%	-	\$519,000
Rural Lethbridge County	2	26	1	16	50%	62%	\$800,000	\$601,938	2	19	2	8	100%	42%	\$535,000	\$637,125
Rural Pincher Creek MD	1	18	3	15	300%	83%	\$720,333	\$570,267	4	16	2	4	50%	25%	\$410,000	\$450,250
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	0	10	0	7	-	70%	-	\$571,571	1	6	1	5	100%	83%	\$675,000	\$517,300
Rural Vulcan County	7	27	3	22	43%	81%	\$545,667	\$392,064	7	39	10	18	143%	46%	\$373,150	\$315,194
Rural Warner County	0	3	1	4	-	133%	\$285,000	\$676,250	0	4	0	2	-	50%	-	\$431,550
Rural Willow Creek MD	4	22	2	13	50%	59%	\$722,500	\$562,277	9	41	3	18	33%	44%	\$290,667	\$425,292