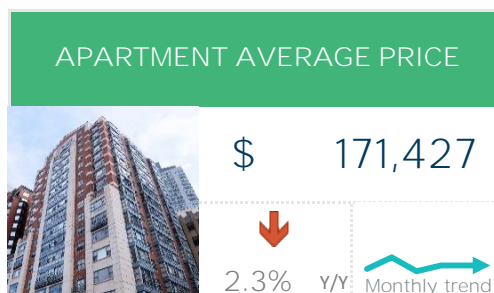
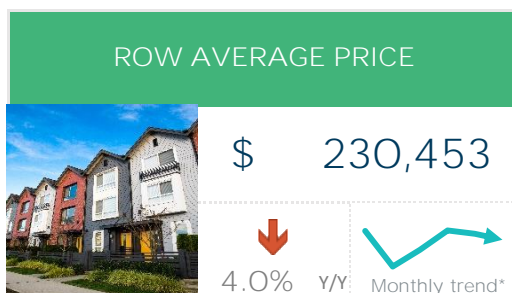
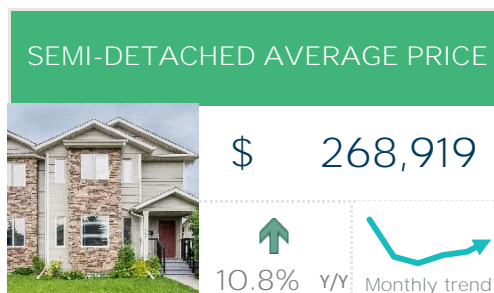
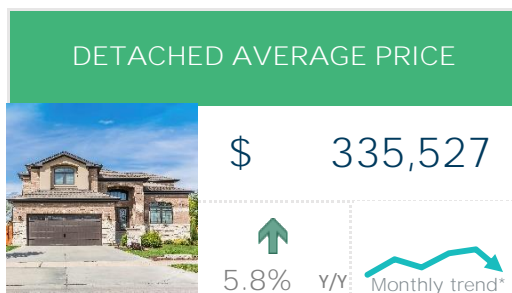
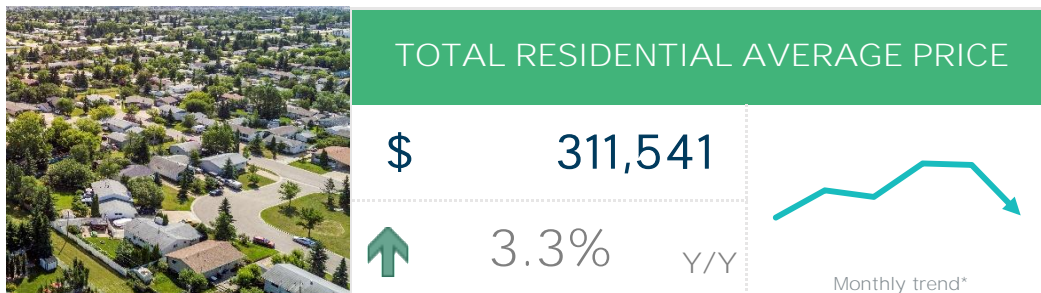


April 2021

Market Trend Summary

Sales continued to surge this month, pushing year-to-date sales up to 736 units. Not only is this a record start to the year but reflects sales that are over 66 per cent higher than long-term averages. Lethbridge has continued to see a steady rise in employment levels since the lows of the pandemic. The improving job market, low mortgage rates and some sense of urgency given concerns over rising mortgage rates and potential rule changes are likely contributing to the jump in sales.

While new listings did reach levels that have been higher than what was seen over the past four years, the strong pace of sales was enough to prevent any significant additions to inventory levels and keep the months of supply just above two months. This is the lowest level of months of supply seen since 2007. While some shifts in distribution are likely impacting prices, generally prices in the area have been trending up. On a year-to-date basis, both median and average prices have increased by nearly 10 per cent.



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

April 2021

April 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	189	200%	221	71%	351	-33%	86%	1.86	-78%	\$335,527	6%
Semi	19	375%	17	183%	31	-33%	112%	1.63	-86%	\$268,919	11%
Row	20	150%	19	0%	70	-20%	105%	3.50	-68%	\$230,453	-4%
Apartment	15	650%	34	209%	102	32%	44%	6.80	-82%	\$171,427	-2%
Total Residential	243	216%	291	76%	554	-25%	84%	2.28	-76%	\$311,541	3%

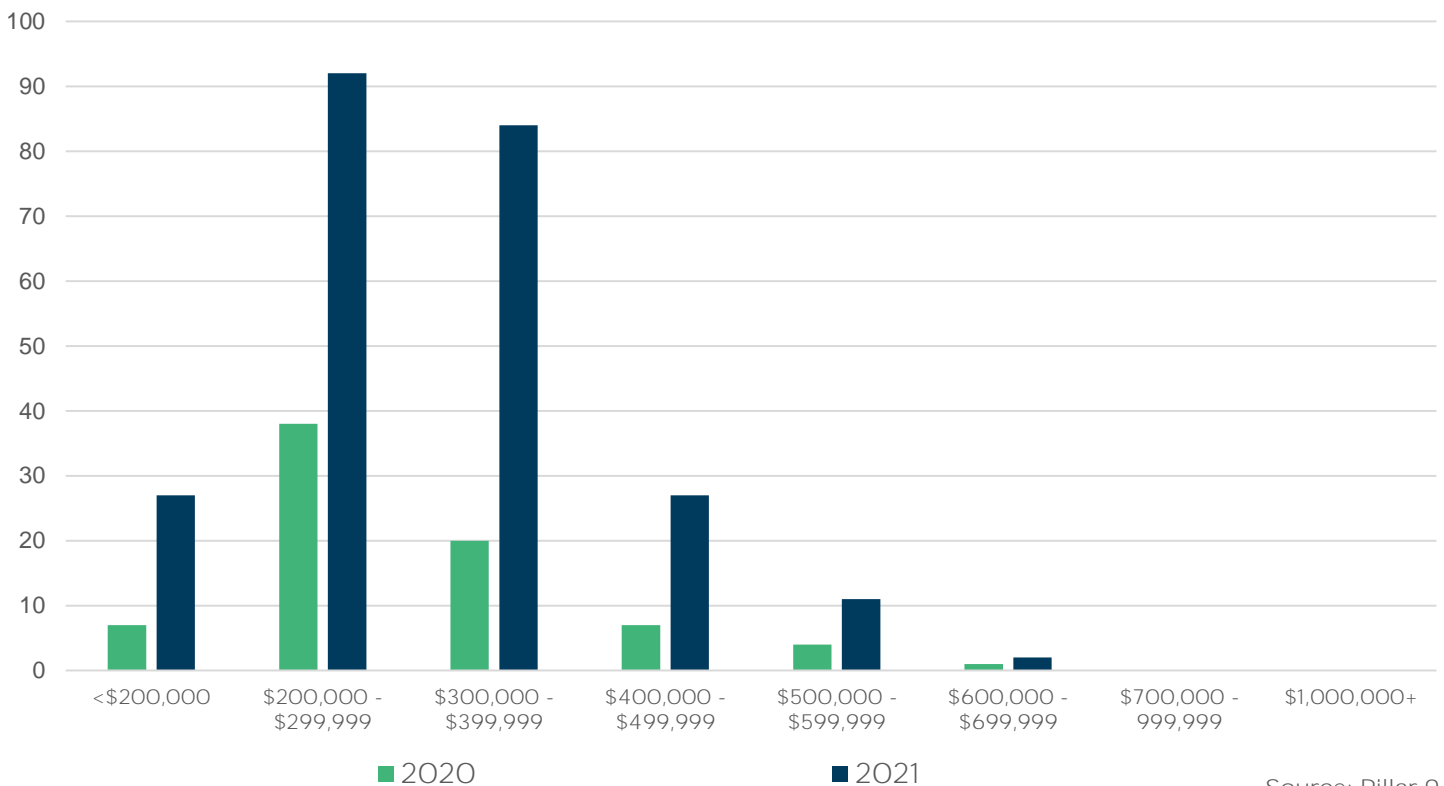
Year-to-Date

April 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	581	88%	737	19%	332	-36%	79%	2.28	-66%	\$341,659	13%
Semi	54	108%	62	24%	34	-21%	87%	2.48	-62%	\$249,301	-1%
Row	67	131%	90	30%	73	-6%	74%	4.34	-59%	\$232,641	-6%
Apartment	34	89%	108	57%	87	27%	31%	10.26	-33%	\$167,674	1%
Total Residential	736	93%	997	24%	525	-26%	74%	2.85	-61%	\$316,922	10%

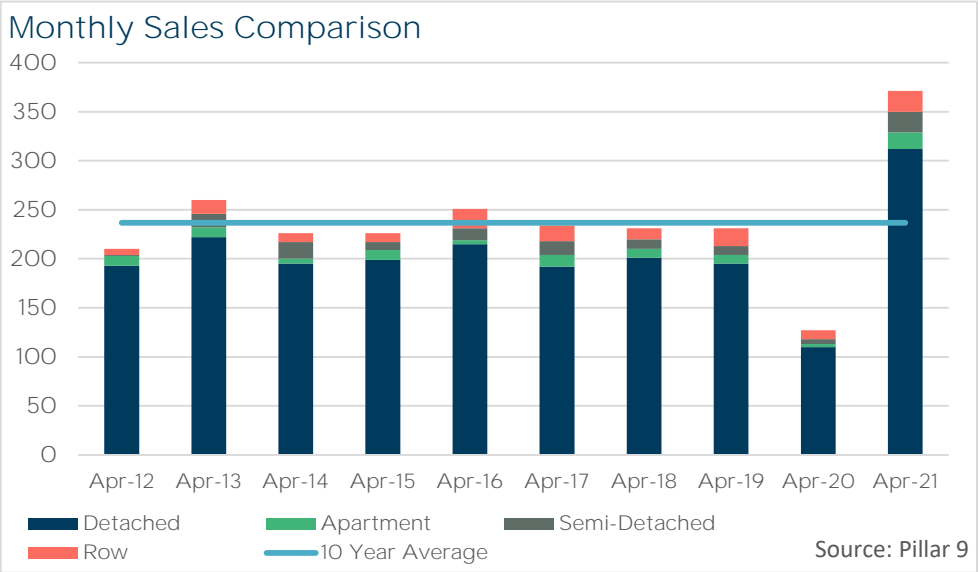
Residential Sales by Price Range

April



Source: Pillar 9

April 2021



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

SALES

371

↑ 192% Y/Y ↑ 81.6% YTD

NEW LISTINGS

462

↑ 75.7% Y/Y ↑ 20.8% YTD

INVENTORY

944

↓ 25.2% Y/Y → Monthly trend*

MONTHS OF SUPPLY

2.54

↓ 25.2% Y/Y → Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 317,879

↑ 14.0% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 334,652

↑ 16.7% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 269,831

↑ 22.3% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 235,907

↓ 7.7% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 170,641

↑ 12.3% Y/Y → Monthly trend*

April 2021

April 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	312	184%	378	70%	731	-29%	83%	2.34	-29%	\$334,652	17%
Semi	21	320%	22	175%	43	-26%	95%	2.05	-26%	\$269,831	22%
Row	21	133%	24	20%	81	-16%	88%	3.86	-16%	\$235,907	-8%
Apartment	17	467%	38	217%	106	33%	45%	6.24	33%	\$170,641	12%
Total Residential	371	192%	462	76%	944	-25%	80%	2.54	-25%	\$317,879	14%

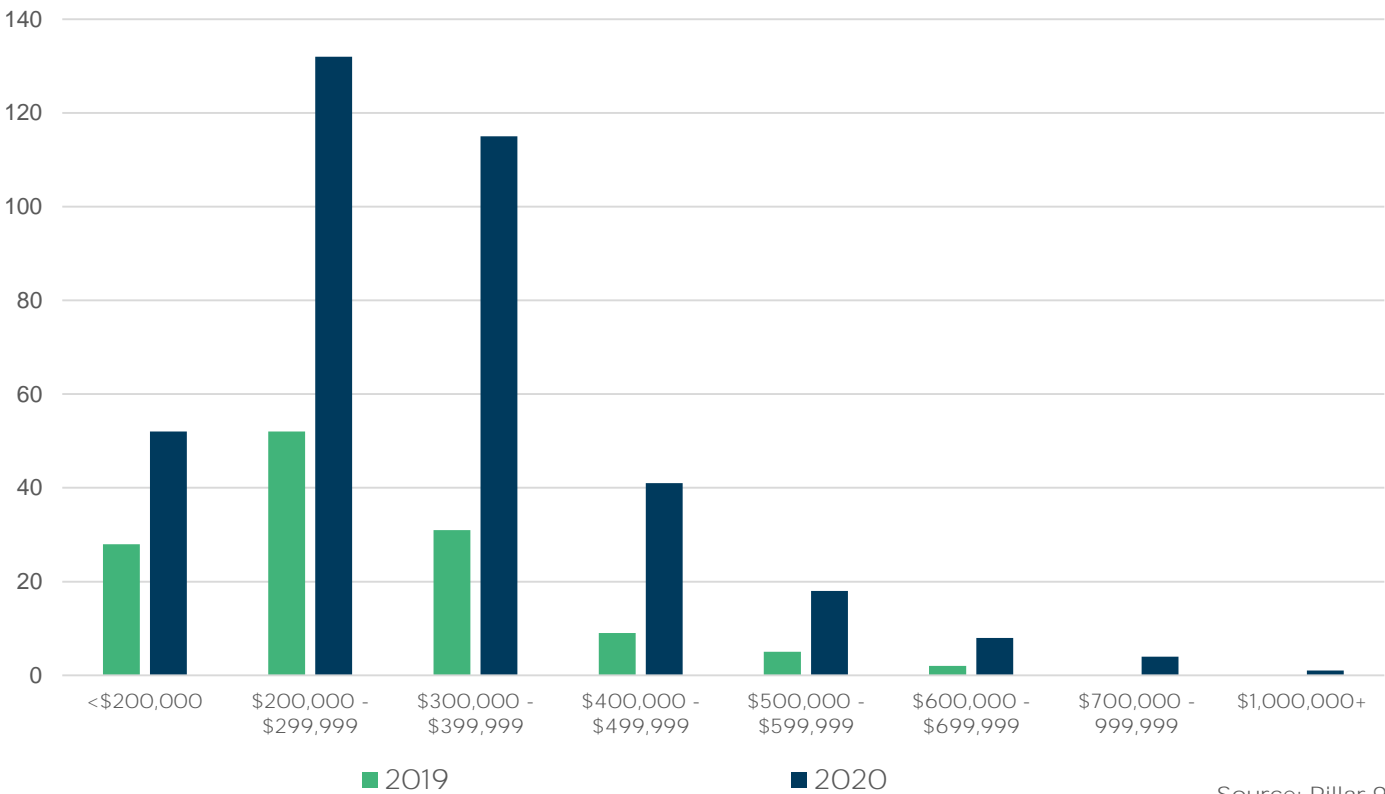
Year-to-Date

April 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	963	78%	1268	17%	682	-33%	76%	2.83	-63%	\$327,794	14%
Semi	63	91%	78	26%	43	-23%	81%	2.70	-60%	\$254,554	2%
Row	73	109%	104	35%	81	-12%	70%	4.41	-58%	\$236,671	-8%
Apartment	43	115%	116	57%	91	26%	37%	8.47	-41%	\$160,242	0%
Total Residential	1142	82%	1566	21%	890	-28%	73%	3.12	-60%	\$311,619	11%

Residential Sales by Price Range

April



Source: Pillar 9

April 2021

April 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	243	216%	291	76%	554	-25%	84%	2.28	-25%	\$311,541	3%
Cardston County	11	NA	16	129%	43	-42%	69%	3.91	-42%	\$291,764	NA
Forty Mile County Nc	3	200%	7	250%	36	-12%	43%	12.00	-12%	\$120,667	-79%
Waterton ID	0	NA	2	NA	3	200%	0%	NA	200%	NA	NA
Lethbridge County	38	90%	55	83%	85	-32%	69%	2.24	-32%	\$388,609	51%
MD of Taber	22	120%	34	113%	101	-9%	65%	4.59	-9%	\$292,318	26%
Pincher Creek No 9	12	200%	16	23%	38	-24%	75%	3.17	-24%	\$314,825	21%
Willow Creek No 26	32	113%	35	59%	75	-47%	91%	2.34	-47%	\$279,078	20%
Crowsnest Pass	21	250%	33	200%	58	-16%	64%	2.76	-16%	\$322,171	7%
Vulcan County	16	300%	19	19%	44	-48%	84%	2.75	-48%	\$259,219	65%
Warner County No 5	9	200%	12	20%	38	-37%	75%	4.22	-37%	\$351,711	321%
Total	371	192%	462	76%	944	-25%	80%	2.54	-25%	\$317,879	NA

Year-to-Date

April 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	736	93%	997	24%	525	-26%	74%	2.85	-26%	\$316,922	10%
Cardston County	30	67%	45	0%	37	-48%	67%	4.87	-48%	\$283,498	13%
Forty Mile County Nc	11	120%	33	106%	35	-18%	33%	12.82	-18%	\$150,205	-45%
Waterton ID	0	NA	2	NA	2	50%	0%	NA	50%	NA	NA
Lethbridge County	134	58%	171	12%	75	-43%	78%	2.25	-43%	\$341,412	17%
MD of Taber	64	31%	98	26%	97	-15%	65%	6.06	-15%	\$280,547	11%
Pincher Creek No 9	33	57%	50	11%	36	-24%	66%	4.39	-24%	\$337,309	7%
Willow Creek No 26	102	73%	120	0%	79	-46%	85%	3.10	-46%	\$270,288	12%
Crowsnest Pass	68	183%	95	48%	47	-31%	72%	2.74	-31%	\$304,435	-2%
Vulcan County	50	355%	60	7%	45	-43%	83%	3.56	-43%	\$264,354	29%
Warner County No 5	38	100%	46	-4%	37	-39%	83%	3.89	-39%	\$242,879	41%
Total	1142	82%	1566	21%	890	-28%	73%	3.12	-60%	\$311,619	11%

April 2021

	2021		2020		2019		% Change	
	April	YTD	April	YTD	April	YTD	April	YTD
Total # of Listings	462	1,566	263	1,296	415	1,538	76%	21%
Total # of Sold	371	1,142	127	629	231	687	192%	82%
Total Sales Volume	\$117,932,931	\$355,869,441	\$35,404,315	\$176,302,849	\$66,240,645	\$192,698,520	233%	102%

Number of Units	2021		2020	
	April	YTD	April	YTD
Sold by Price Range				
<\$200,000	52	188	28	152
\$200,000 - \$299,999	132	391	52	237
\$300,000 - \$399,999	115	346	31	163
\$400,000 - \$499,999	41	129	9	42
\$500,000 - \$599,999	18	52	5	20
\$600,000 - \$699,999	8	28	2	8
\$700,000 - 999,999	4	6	0	7
\$1,000,000+	1	2	0	0

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$104,411,526	312	378	731
Other	\$13,521,405	59	84	213
Vacant Land	\$5,427,055	27	27	335
Total	\$123,359,986	398	489	1,279

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$6,865,000	3	3	26
Commercial	\$2,394,400	6	6	136
Total	\$9,259,400	9	9	162

Grand Total	\$132,619,386	407	498	1,441
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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	
	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD
Lethbridge	291	997	243	736	84%	74%	\$311,541	\$316,922	165	805	77	382	47%	47%	\$301,653	\$289,025
Barons	1	4	1	1	100%	25%	\$110,000	\$110,000	0	1	1	3	-	300%	\$135,000	\$127,933
Bellevue	3	13	2	9	67%	69%	\$264,950	\$284,822	2	7	0	2	0%	29%	-	\$286,250
Blairmore	9	26	3	16	33%	62%	\$315,000	\$273,219	5	13	2	8	40%	62%	\$225,000	\$349,106
Burdett	1	5	0	1	0%	20%	-	\$158,000	0	1	0	0	-	0%	-	-
Cardston	6	17	7	17	117%	100%	\$334,914	\$308,400	2	19	0	8	0%	42%	-	\$227,712
Carmangay	1	5	0	4	0%	80%	-	\$113,875	1	4	0	0	0%	0%	-	-
Champion	1	4	0	2	0%	50%	-	\$72,600	2	6	0	1	0%	17%	-	\$80,000
Claresholm	10	38	13	42	130%	111%	\$178,377	\$216,229	10	40	6	14	60%	35%	\$192,317	\$189,850
Coaldale	24	86	18	78	75%	91%	\$398,669	\$348,753	11	69	10	40	91%	58%	\$303,940	\$295,356
Coleman	18	44	12	30	67%	68%	\$273,958	\$271,304	2	14	3	8	150%	57%	\$352,988	\$376,302
Coutts	0	1	0	3	-	300%	-	\$94,000	0	2	0	0	-	0%	-	-
Cowley	1	3	1	1	100%	33%	\$237,400	\$237,400	2	2	0	1	0%	50%	-	\$410,000
Crowsnest	0	3	0	3	-	100%	-	\$434,958	1	8	0	1	0%	13%	-	\$264,000
Foremost	0	1	1	2	-	200%	\$67,000	\$76,000	1	2	0	1	0%	50%	-	\$85,000
Fort Macleod	5	23	4	14	80%	61%	\$263,403	\$239,501	4	24	4	22	100%	92%	\$183,500	\$190,373
Glenwood	0	3	0	3	-	100%	-	\$182,750	3	5	0	0	0%	0%	-	-
Granum	3	8	2	3	67%	38%	\$192,500	\$193,333	0	2	1	3	-	150%	\$295,000	\$254,833
Grassy Lake	2	2	1	2	50%	100%	\$210,000	\$223,500	1	3	1	3	100%	100%	\$129,500	\$149,333
Hill Spring	3	8	0	1	0%	13%	-	\$320,000	1	4	0	1	0%	25%	-	\$95,000
Lomond	0	2	1	3	-	150%	\$340,000	\$254,000	3	7	0	1	0%	14%	-	\$135,000
Magrath	5	10	3	5	60%	50%	\$225,333	\$197,380	0	10	0	6	-	60%	-	\$263,500
Milk River	3	13	3	11	100%	85%	\$146,633	\$162,809	2	10	0	2	0%	20%	-	\$126,625
Nobleford	7	17	0	9	0%	53%	-	\$243,544	8	16	0	5	0%	31%	-	\$238,500
Picture Butte	3	15	8	15	267%	100%	\$217,875	\$234,400	5	27	3	17	60%	63%	\$190,500	\$233,553
Pincher Creek	13	31	11	23	85%	74%	\$321,864	\$303,296	7	27	3	15	43%	56%	\$233,333	\$294,445
Raymond	6	23	2	18	33%	78%	\$371,750	\$274,917	2	21	2	10	100%	48%	\$121,000	\$192,945
Stavely	3	8	2	5	67%	63%	\$280,000	\$253,000	0	9	1	5	-	56%	\$147,000	\$186,430
Stirling	1	5	2	3	200%	60%	\$397,500	\$285,333	3	5	0	1	0%	20%	-	\$189,000
Taber	22	72	17	46	77%	64%	\$283,029	\$253,272	13	59	7	35	54%	59%	\$291,636	\$258,841
Vauxhall	3	8	2	5	67%	63%	\$152,250	\$177,500	1	7	2	5	200%	71%	\$78,500	\$143,500
Vulcan	10	33	12	27	120%	82%	\$265,292	\$246,000	5	18	1	5	20%	28%	\$218,000	\$263,800
Warner	2	3	1	2	50%	67%	\$117,000	\$141,000	1	6	1	4	100%	67%	\$8,750	\$90,438
Coalhurst	10	27	6	17	60%	63%	\$449,350	\$378,476	3	24	4	12	133%	50%	\$250,125	\$268,825
Barnwell	1	6	1	5	100%	83%	\$570,000	\$334,000	0	3	0	2	-	67%	-	\$362,500
Aetna	0	1	1	1	-	100%	\$189,000	\$189,000	0	0	0	1	-	-	-	\$300,000
Beaver Mines	0	0	0	0	-	-	-	-	0	1	1	1	-	100%	\$345,000	\$345,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	1	1	1	-	100%	\$727,000	\$727,000	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	
	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD
Enchant	0	0	0	0	-	-	-	-	1	3	0	2	0%	67%	-	\$311,000
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Frank	1	3	1	3	100%	100%	\$780,000	\$485,500	0	1	0	1	-	100%	-	\$84,500
Hays	0	2	0	1	-	50%	-	\$395,000	0	0	0	0	-	-	-	-
Hillcrest	2	3	0	2	0%	67%	-	\$220,000	0	4	1	4	-	100%	\$295,000	\$181,350
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	1	5	0	2	0%	40%	-	\$220,000	1	8	0	3	0%	38%	-	\$287,833
Manyberries	0	1	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
Monarch	0	1	0	1	-	100%	-	\$168,000	0	2	0	1	-	50%	-	\$90,000
Mountain View	0	2	0	0	-	0%	-	-	1	1	0	2	0%	200%	-	\$363,000
New Dayton	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	2	4	1	3	50%	75%	\$481,000	\$248,667	1	4	1	1	100%	25%	\$51,000	\$51,000
Spring Coulee	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Turin	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	2	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Welling	1	2	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$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	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Orton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	2	0	2	0%	100%	-	\$471,500	0	2	0	0	-	0%	-	-
Rural Crowsnest Pass	0	3	3	5	-	167%	\$407,733	\$485,240	1	17	0	0	0%	0%	-	-
Rural Forty Mile County	1	3	0	0	0%	0%	-	-	1	3	1	1	100%	33%	\$570,000	\$570,000
Rural Lethbridge County	7	15	3	9	43%	60%	\$611,333	\$517,056	2	9	1	6	50%	67%	\$340,000	\$671,167
Rural Pincher Creek MD	1	10	0	7	0%	70%	-	\$496,857	3	7	0	1	0%	14%	-	\$601,000
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	6	8	1	5	17%	63%	\$535,000	\$581,000	0	3	0	1	-	33%	-	\$400,000
Rural Vulcan County	6	12	1	10	17%	83%	\$377,000	\$446,600	5	19	2	2	40%	11%	\$132,000	\$132,000
Rural Warner County	0	1	1	1	-	100%	\$1,070,000	\$1,070,000	1	2	0	1	0%	50%	-	\$470,000
Rural Willow Creek MD	6	12	2	6	33%	50%	\$1,052,500	\$647,333	4	20	2	8	50%	40%	\$491,500	\$491,656