

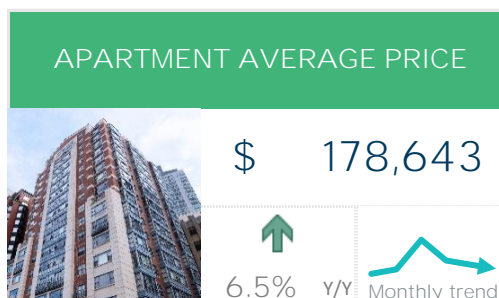
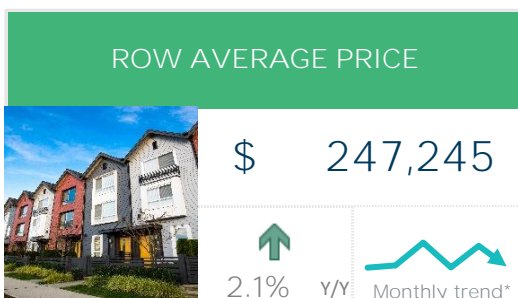
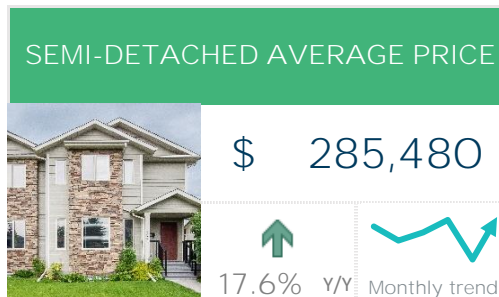
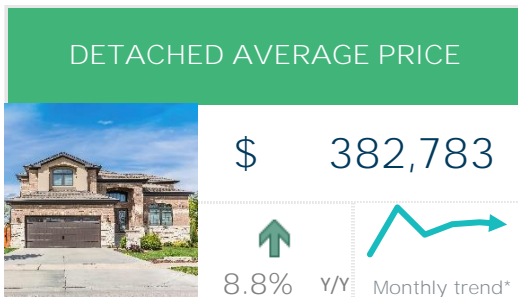
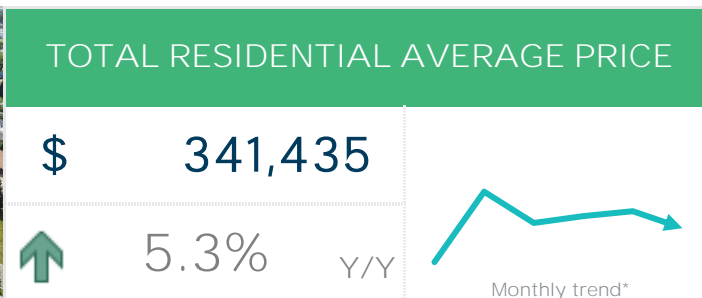
March 2022



Market Trend Summary

Sales activity surged in March, reaching 260 units, marking a new record for March. With only 286 new listings coming onto the market, the sales to new listings ratio remained elevated at nearly 91 percent, keeping inventories exceptionally low. March reported 356 units in inventory, over 34 percent lower than last year's levels and the lowest level seen in March since 2007. Improving sales and low inventory levels caused the months of supply to drop well below two months, the first time it has done that since July 2007.

Persistently tight market conditions have weighed on prices in the city. By the end of the first quarter, the average price of homes in Lethbridge rose by nearly eight percent. This comes following an annual gain of over six percent last year. Price gains have occurred across all property types, but gains in the detached sector so far this year are nearly 11 percent higher than levels recorded in the first quarter of 2021.



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

March 2022



March 2022

	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	190	10%	224	-3%	223	-35%	85%	1.17	-41%	\$382,783	9%
Semi	19	27%	12	-37%	15	-55%	158%	0.79	-64%	\$285,480	18%
Row	22	-8%	25	-11%	47	-39%	88%	2.14	-33%	\$247,245	2%
Apartment	29	190%	25	-14%	71	-23%	116%	2.45	-73%	\$178,643	6%
Total Residential	260	17%	286	-7%	356	-35%	91%	1.37	-44%	\$341,435	5%

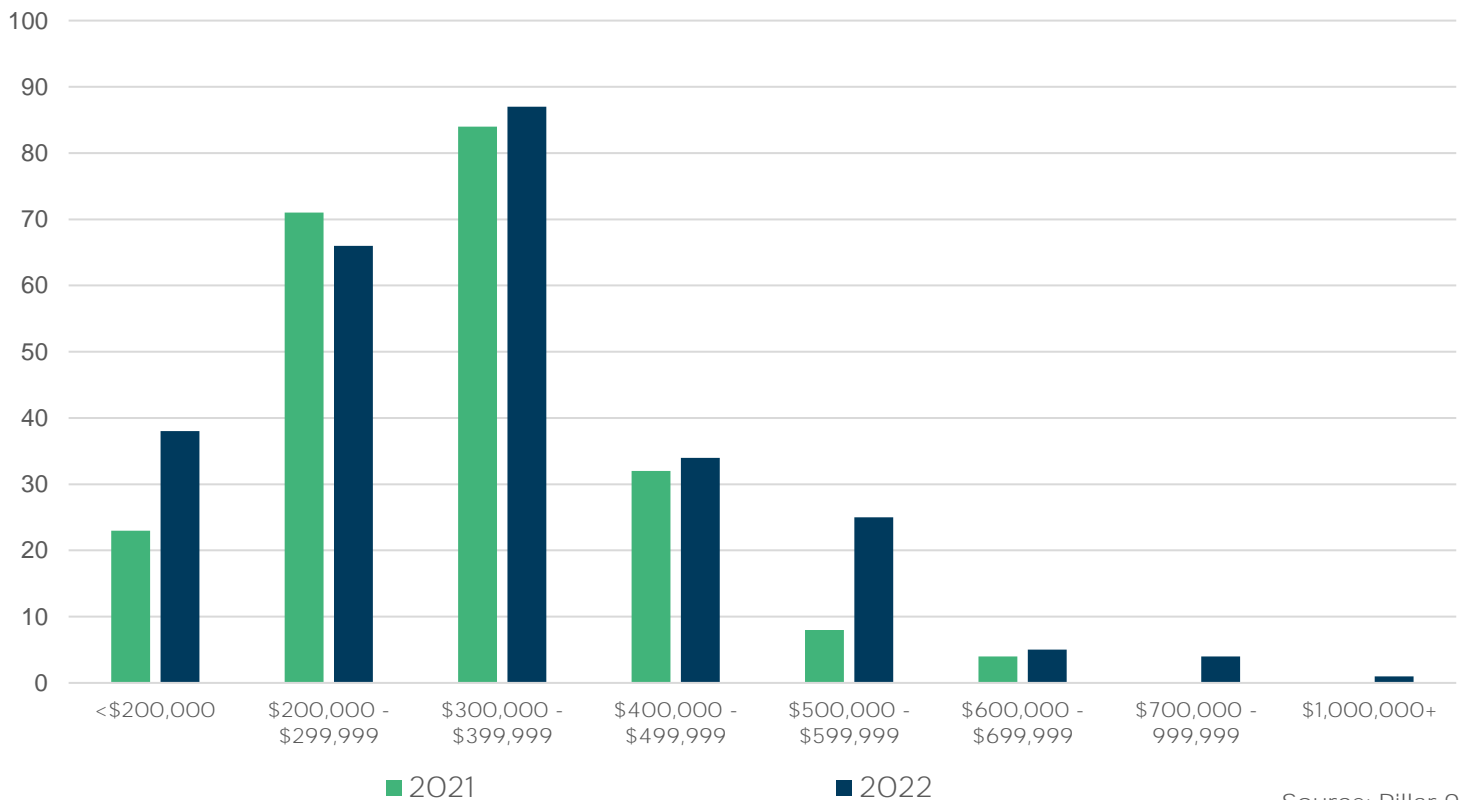
Year-to-Date

March 2022

	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	418	7%	498	-3%	215	-34%	84%	1.55	-38%	\$380,688	11%
Semi	31	-11%	35	-22%	18	-47%	89%	1.77	-40%	\$274,033	15%
Row	46	-2%	61	-14%	41	-44%	75%	2.67	-43%	\$247,652	6%
Apartment	59	211%	69	-7%	75	-9%	86%	3.81	-71%	\$193,390	17%
Total Residential	554	13%	663	-6%	350	-32%	84%	1.89	-40%	\$343,727	8%

Residential Sales by Price Range

March

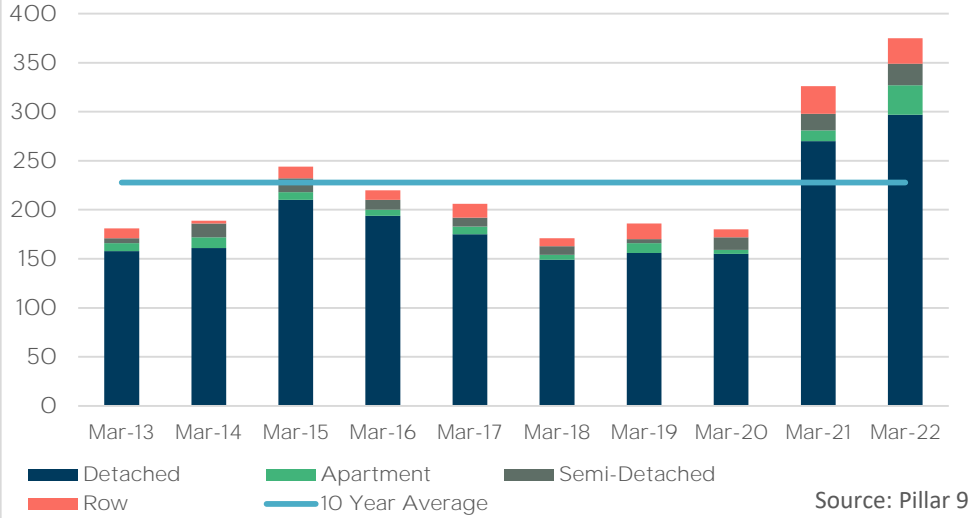


Source: Pillar 9

March 2022



Monthly Sales Comparison



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

SALES

375

↑
 15.0% Y/Y

↑
 6.9% YTD

NEW LISTINGS

429

↓
 10.4% Y/Y

↓
 8.6% YTD

TOTAL RESIDENTIAL AVG PRICE

\$ 335,461

↑
6.1%
Y/Y

Monthly trend*

INVENTORY

596

↓
 34.6% Y/Y

→
 Monthly trend*

DETACHED AVG PRICE

\$ 362,485

↑
8.2%
Y/Y

Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 293,869

↑
18.8%
Y/Y

Monthly trend*

ROW AVG PRICE

\$ 241,888

↑
1.3%
Y/Y

Monthly trend*

APARTMENT AVG PRICE

\$ 179,522

↑
11.9%
Y/Y

Monthly trend*

MONTHS OF SUPPLY

1.59

↓
 34.6% Y/Y

→
 Monthly trend*

March 2022



March 2022

	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	297	10%	356	-9%	460	-34%	83%	1.55	-34%	\$362,485	8%
Semi	22	29%	16	-36%	26	-41%	138%	1.18	-41%	\$293,869	19%
Row	26	-7%	32	-6%	58	-32%	81%	2.23	-32%	\$241,888	1%
Apartment	30	173%	25	-14%	71	-24%	120%	2.37	-24%	\$179,522	12%
Total Residential	375	15%	429	-10%	596	-35%	87%	1.59	-35%	\$335,461	6%

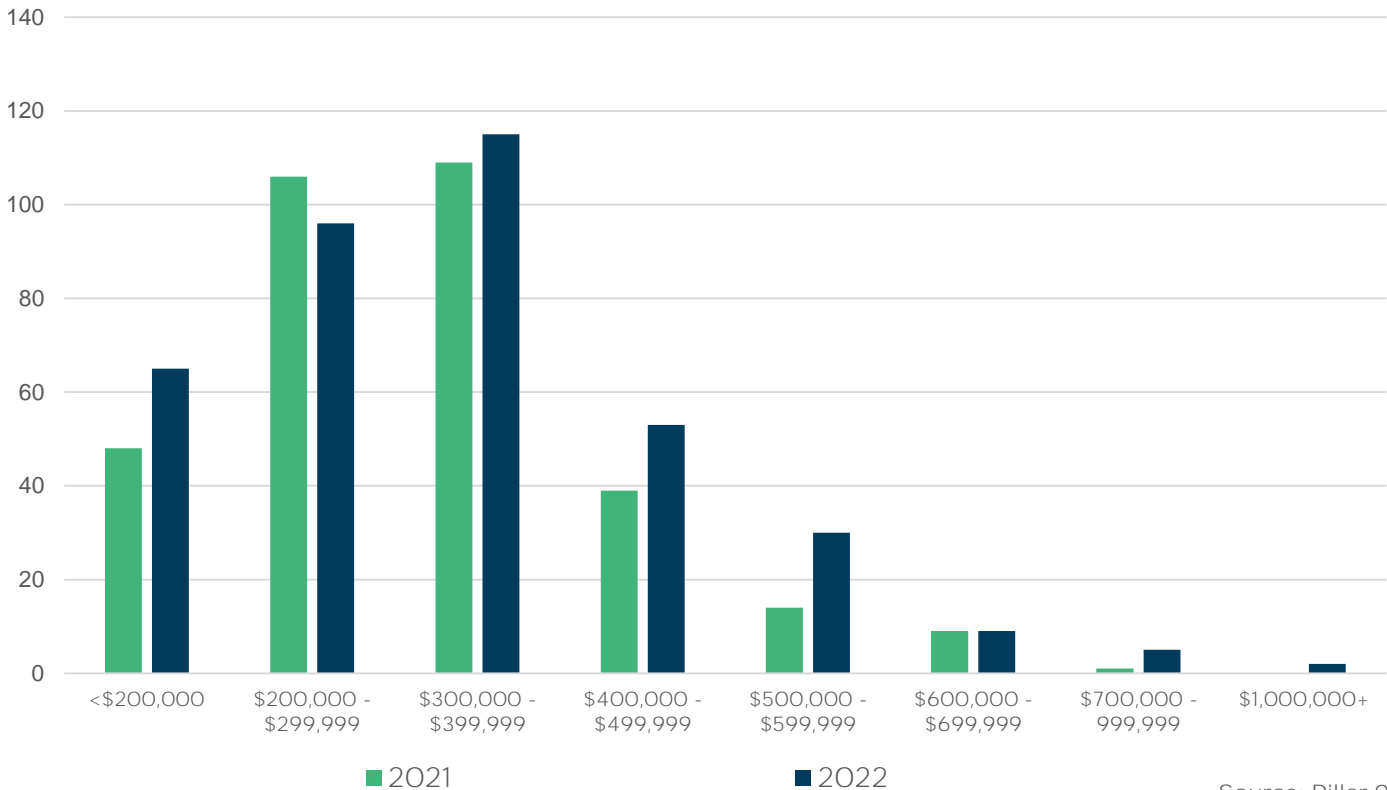
Year-to-Date

March 2022

	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	669	3%	817	-8%	453	-32%	82%	2.03	-34%	\$357,771	10%
Semi	37	-12%	46	-21%	28	-34%	80%	2.30	-25%	\$277,582	12%
Row	56	8%	79	-1%	49	-39%	71%	2.61	-44%	\$250,904	6%
Apartment	62	138%	71	-9%	76	-12%	87%	3.68	-63%	\$192,984	26%
Total Residential	824	7%	1013	-9%	593	-32%	81%	2.16	-36%	\$334,509	8%

Residential Sales by Price Range

March



Source: Pillar 9

March 2022



March 2022

	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	260	17%	286	-7%	356	-35%	91%	1.37	-35%	\$341,435	5%
Cardston County	10	100%	21	40%	42	8%	48%	4.20	8%	\$284,560	-6%
Forty Mile County No 9	3	0%	13	86%	25	-34%	23%	8.33	-34%	\$131,167	-41%
Waterton ID	0	NA	0	NA	2	100%	NA	NA	100%	NA	NA
Lethbridge County	30	-6%	29	-40%	44	-44%	103%	1.47	-44%	\$363,260	27%
MD of Taber	32	52%	34	55%	61	-34%	94%	1.91	-34%	\$270,025	-8%
Pincher Creek No 9	6	-33%	8	-43%	26	-28%	75%	4.33	-28%	\$670,500	93%
Willow Creek No 26	33	22%	32	7%	40	-50%	103%	1.21	-50%	\$328,162	18%
Crowsnest Pass	16	-30%	18	-45%	27	-44%	89%	1.69	-44%	\$321,481	-14%
Vulcan County	14	27%	21	24%	28	-36%	67%	2.00	-36%	\$389,064	59%
Warner County No 5	8	-20%	17	21%	35	-3%	47%	4.38	-3%	\$239,987	-12%
Total	375	15%	429	-10%	596	-35%	87%	1.59	-35%	\$335,461	NA

Year-to-Date

March 2022

	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	554	13%	663	-6%	350	-32%	84%	1.89	-32%	\$343,727	8%
Cardston County	23	21%	42	45%	34	1%	55%	4.39	1%	\$287,848	3%
Forty Mile County No 9	11	38%	23	-12%	22	-37%	48%	6.00	-37%	\$157,864	-2%
Waterton ID	0	NA	0	NA	2	100%	NA	NA	100%	NA	NA
Lethbridge County	79	-19%	82	-32%	51	-31%	96%	1.92	-31%	\$379,981	17%
MD of Taber	58	38%	80	25%	63	-34%	73%	3.24	-34%	\$265,393	-3%
Pincher Creek No 9	20	-5%	25	-26%	25	-31%	80%	3.70	-31%	\$420,990	20%
Willow Creek No 26	77	10%	81	-5%	45	-45%	95%	1.74	-45%	\$327,234	23%
Crowsnest Pass	35	-26%	40	-35%	28	-34%	88%	2.40	-34%	\$308,426	4%
Vulcan County	25	-26%	36	-12%	23	-48%	69%	2.80	-48%	\$383,436	44%
Warner County No 5	26	-10%	37	9%	35	-5%	70%	4.04	-5%	\$263,969	26%
Total	824	7%	1013	-9%	593	-32%	81%	2.16	-36%	\$334,509	8%

March 2022



	2022		2021		2020		% Change	
	March	YTD	March	YTD	March	YTD	March	YTD
Total # of Listings	429	1,013	479	1,108	350	1,031	-10%	-9%
Total # of Sold	375	824	326	771	180	502	15%	7%
Total Sales Volume	\$125,797,994	\$275,635,147	\$103,118,695	\$237,936,510	\$48,901,508	\$140,898,534	22%	16%

Number of Units Sold by Price Range	2022		2021	
	March	YTD	March	YTD
<\$200,000	65	137	48	136
\$200,000 - \$299,999	96	227	106	259
\$300,000 - \$399,999	115	252	109	231
\$400,000 - \$499,999	53	116	39	88
\$500,000 - \$599,999	30	51	14	34
\$600,000 - \$699,999	9	17	9	20
\$700,000 - 999,999	5	20	1	2
\$1,000,000+	2	4	0	1

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$107,658,116	297	356	460
Other	\$18,139,878	78	73	136
Vacant Land	\$1,794,500	15	15	196
Total	\$127,592,494	390	444	792

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$3,090,000	3	3	14
Commercial	\$2,954,500	9	9	145
Total	\$6,044,500	12	12	159

Grand Total	\$133,636,994	402	456	951
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REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2022								2021							
	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	286	663	260	554	91%	84%	\$341,435	\$343,727	308	706	222	491	72%	70%	\$324,197	\$319,238
Barons	0	2	3	5	-	250%	\$147,667	\$261,600	1	3	0	0	0%	0%	-	-
Bellevue	4	7	2	4	50%	57%	\$379,000	\$359,500	5	10	6	7	120%	70%	\$291,917	\$290,500
Blairmore	4	10	4	10	100%	100%	\$262,800	\$276,510	7	17	6	13	86%	76%	\$328,083	\$263,577
Burdett	2	5	0	0	0%	0%	-	-	1	4	1	1	100%	25%	\$158,000	\$158,000
Cardston	9	22	4	13	44%	59%	\$205,625	\$248,338	5	11	4	10	80%	91%	\$322,000	\$289,840
Carmangay	0	1	2	2	-	200%	\$128,500	\$128,500	2	4	1	4	50%	100%	\$175,000	\$113,875
Champion	2	3	0	2	0%	67%	-	\$290,000	0	3	1	2	-	67%	\$100,200	\$72,600
Claresholm	15	30	17	33	113%	110%	\$274,220	\$257,048	8	28	9	29	113%	104%	\$222,833	\$233,197
Coaldale	18	45	12	34	67%	76%	\$407,625	\$340,821	19	62	20	60	105%	97%	\$265,140	\$333,778
Coleman	9	21	9	17	100%	81%	\$340,556	\$316,194	16	26	7	18	44%	69%	\$397,232	\$269,535
Coutts	2	4	0	1	0%	25%	-	\$122,500	0	1	2	3	-	300%	\$72,500	\$94,000
Cowley	0	0	0	0	-	-	-	-	1	2	0	0	0%	0%	-	-
Crowsnest	0	0	0	0	-	-	-	-	2	3	1	3	50%	100%	\$850,000	\$434,958
Foremost	1	2	1	1	100%	50%	\$60,000	\$60,000	0	1	0	1	-	100%	-	\$85,000
Fort Macleod	10	19	5	13	50%	68%	\$375,240	\$387,323	7	18	4	10	57%	56%	\$173,375	\$229,940
Glenwood	0	1	1	1	-	100%	\$270,500	\$270,500	2	3	0	3	0%	100%	-	\$182,750
Granum	1	5	3	4	300%	80%	\$300,000	\$261,750	3	5	0	1	0%	20%	-	\$195,000
Grassy Lake	1	3	2	3	200%	100%	\$127,250	\$164,167	0	0	0	1	-	-	-	\$237,000
Hill Spring	4	5	0	2	0%	40%	-	\$316,000	4	5	0	1	0%	20%	-	\$320,000
Lomond	1	1	1	1	100%	100%	\$180,000	\$180,000	1	2	0	2	0%	100%	-	\$211,000
Magrath	6	9	5	7	83%	78%	\$350,520	\$355,657	3	5	1	2	33%	40%	\$225,900	\$155,450
Milk River	4	7	2	5	50%	71%	\$200,000	\$148,900	5	10	1	8	20%	80%	\$230,000	\$168,875
Nobleford	4	9	0	6	0%	67%	-	\$296,917	5	10	4	9	80%	90%	\$231,125	\$243,544
Picture Butte	2	6	4	6	200%	100%	\$339,000	\$326,833	8	14	0	7	0%	50%	-	\$253,286
Pincher Creek	7	19	4	15	57%	79%	\$393,250	\$303,320	9	18	6	12	67%	67%	\$273,550	\$286,275
Raymond	5	12	6	16	120%	133%	\$253,317	\$286,331	4	17	6	16	150%	94%	\$362,750	\$262,812
Stavely	2	5	2	5	100%	100%	\$283,500	\$249,080	2	5	2	3	100%	60%	\$240,000	\$235,000
Stirling	1	5	0	2	0%	40%	-	\$330,000	3	4	0	1	0%	25%	-	\$61,000
Taber	25	49	20	35	80%	71%	\$287,845	\$276,640	20	50	15	29	75%	58%	\$267,402	\$235,827
Vauxhall	7	17	6	11	86%	65%	\$212,067	\$209,036	1	5	2	3	200%	60%	\$155,500	\$194,333
Vulcan	10	18	7	12	70%	67%	\$291,429	\$259,583	10	23	5	15	50%	65%	\$191,300	\$230,567
Warner	0	1	0	1	-	100%	-	\$184,900	1	1	1	1	100%	100%	\$165,000	\$165,000
Coalhurst	4	13	8	18	200%	138%	\$380,538	\$361,367	9	17	4	11	44%	65%	\$327,000	\$339,818
Barnwell	0	1	0	1	-	100%	-	\$237,500	1	5	1	4	100%	80%	\$212,000	\$275,000
Aetna	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Beaver Mines	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beazer	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	1	1	-	-	\$300,000	\$300,000	0	0	0	0	-	-	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	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	3	1	3	-	100%	\$227,000	\$187,333	0	0	0	0	-	-	-	-
Etzikom	0	0	0	1	-	-	-	\$162,000	0	0	0	0	-	-	-	-
Frank	0	1	1	1	-	100%	\$269,500	\$269,500	0	2	1	2	-	100%	\$435,000	\$338,250
Hays	1	3	2	2	200%	67%	\$227,500	\$227,500	0	2	1	1	-	50%	\$395,000	\$395,000
Hillcrest	1	1	0	2	0%	200%	-	\$278,500	0	1	1	2	-	200%	\$175,000	\$220,000
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	1	2	0	0	0%	0%	-	-	1	4	0	2	0%	50%	-	\$220,000
Manyberries	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Monarch	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$168,000
Mountain View	0	0	0	0	-	-	-	-	1	2	0	0	0%	0%	-	-
New Dayton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	0	2	1	3	-	150%	\$133,000	\$123,500	1	2	1	2	100%	100%	\$80,000	\$132,500
Spring Coulee	1	1	0	0	0%	0%	-	-	0	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	1	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$275,000
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	1	1	-	-	-	-	-	\$605,000	-	-	-	-	-	-	-	-
Orton	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Parkland	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Rural Cardson County	0	2	0	0	-	0%	-	-	0	1	0	2	-	200%	-	\$471,500
Rural Crowsnest Pass	0	0	0	1	-	-	-	\$390,000	3	3	1	2	33%	67%	\$600,000	\$601,500
Rural Forty Mile County	1	1	0	0	0%	0%	-	-	0	2	0	0	-	0%	-	-
Rural Lethbridge County	1	5	1	6	100%	120%	\$730,000	\$1,034,167	5	8	2	6	40%	75%	\$575,000	\$469,917
Rural Pincher Creek MD	0	4	2	5	-	125%	\$1,225,000	\$774,000	3	9	3	7	100%	78%	\$493,333	\$496,857
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	0	4	1	3	-	75%	\$675,000	\$554,667	0	2	2	4	-	200%	\$615,000	\$592,500
Rural Vulcan County	6	10	3	7	50%	70%	\$890,000	\$736,286	2	6	4	9	200%	150%	\$367,000	\$454,333
Rural Warner County	4	6	0	1	0%	17%	-	\$570,000	1	1	0	0	0%	0%	-	-
Rural Willow Creek MD	2	9	2	9	100%	100%	\$710,000	\$536,950	2	6	1	4	50%	67%	\$670,000	\$444,750