

# J

U  
N  
E

30

2

0

2

0



Established 1956

## Membership of 344 licensees

270 from Lethbridge and 74 from Rural

\*\*\*\*\*

## 54 Offices

28 City and 26 Rural

\*\*\*\*\*

## 28 Contract Subscribers

40 Matrix users and 25 Supra users



# Statistics

June 20, 2020

*To support and engage REALTORS® in the Lethbridge area  
utilizing the LDAR MLS® System and relevant technologies  
while advancing professionalism* Mission Statement



June 2020

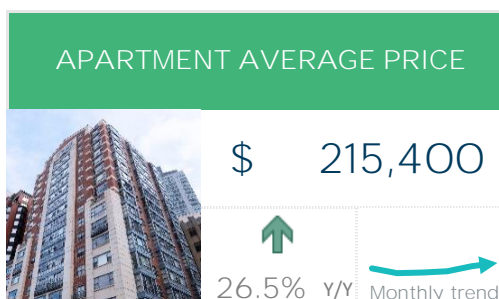
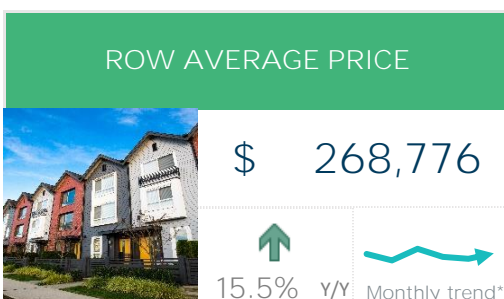
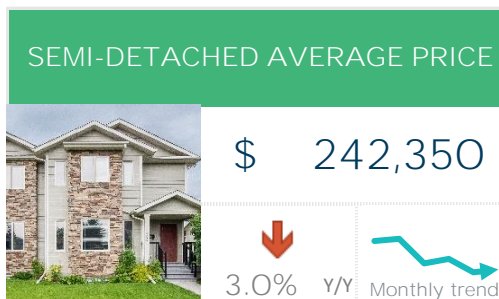
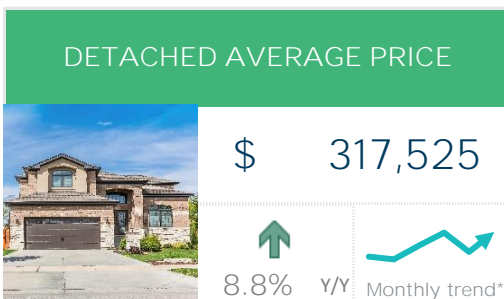
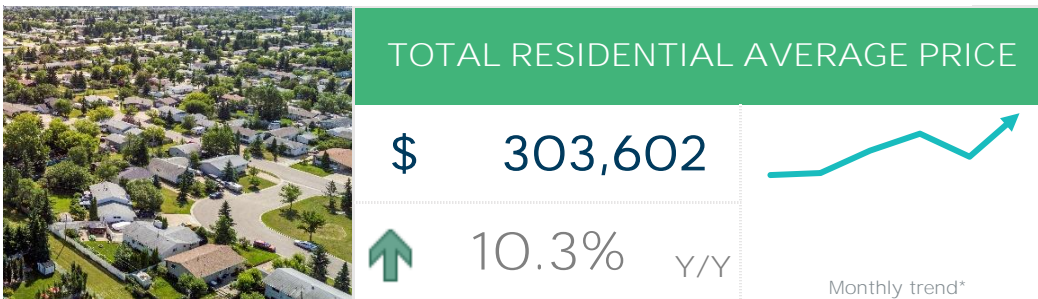
## Market Trend Summary

Following several months of slower sales activity, June sales rose to 192 units, a year-over-year gain of 12 per cent. The monthly rise was not enough to offset previous declines and year-to-date sales remain nine per cent below last year's levels. Weakness in sales does not come as a surprise as the southern district has also struggled with job loss since COVID-19. The Lethbridge-Medicine Hat areas have seen over 15,000 jobs lost over the past three months as unemployment rates rose to nine per cent.

The drop in sales was met with adjustments in the new listings which on a year to date basis have declined by nearly 18 per cent. This has helped keep inventory levels lower than levels recorded last year. Improving sales and lower inventories contributed to the downward trend in the months of supply which fell to below four months. Months of supply is tighter than levels recorded both before COVID-19 and last year's levels. If they continue to stay in this range, we could start to see a more significant impact on price.

Prices have trended up over the previous month and remain higher than last year's levels. However, much of this gain could be caused by distribution shifts as there was a significant drop in sale occurring for product priced below \$200,000 this month compared to both last year and last month. On a year-to-date basis prices remain comparable to the levels recorded last year.

\*Monthly data is based on seasonally adjusted data for the prior 6 months  
Data source: Pillar 9



## June 2020

### June 2020

	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	158	14%	178	-16%	503	-21%	89%	3.18	-30%	\$317,525	9%
Semi	14	133%	19	-17%	51	-12%	74%	3.64	-62%	\$242,350	-3%
Row	6	-45%	16	-24%	91	18%	38%	15.17	117%	\$268,776	16%
Apartment	5	-69%	8	-47%	79	4%	63%	15.80	233%	\$215,400	26%
<b>Total Residential</b>	<b>192</b>	<b>12%</b>	<b>238</b>	<b>-12%</b>	<b>723</b>	<b>-14%</b>	<b>81%</b>	<b>3.77</b>	<b>-23%</b>	<b>\$303,602</b>	<b>10%</b>

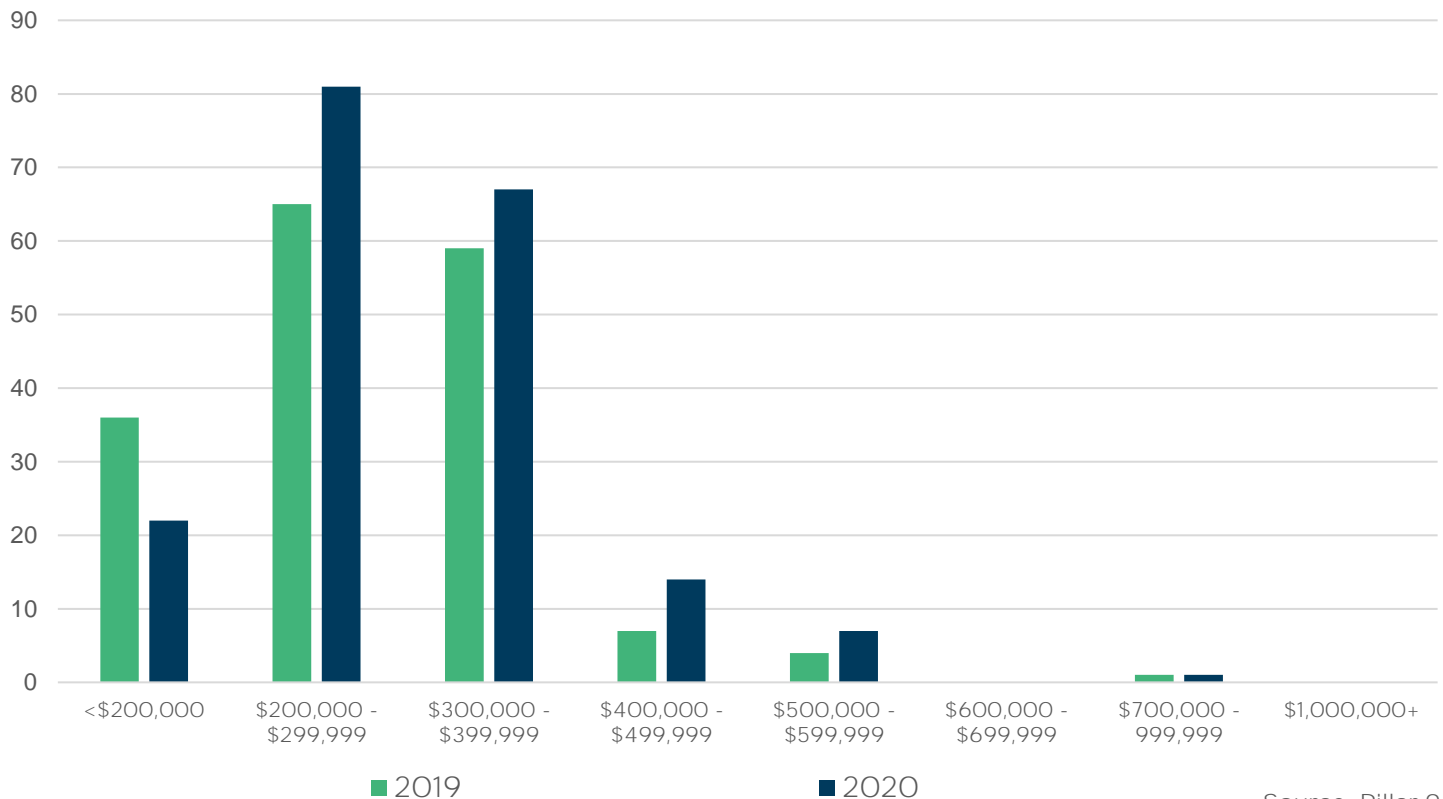
### Year-to-Date

### June 2020

	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	585	-7%	957	-18%	529	-8%	61%	5.43	-2%	\$307,851	-2%
Semi	44	13%	79	-19%	46	13%	56%	6.20	0%	\$247,492	3%
Row	48	-20%	101	-26%	82	13%	48%	10.21	42%	\$251,010	18%
Apartment	27	-55%	90	-24%	73	-8%	30%	16.19	105%	\$179,852	9%
<b>Total Residential</b>	<b>713</b>	<b>-9%</b>	<b>1246</b>	<b>-18%</b>	<b>726</b>	<b>-5%</b>	<b>57%</b>	<b>6.11</b>	<b>4%</b>	<b>\$294,427</b>	<b>1%</b>

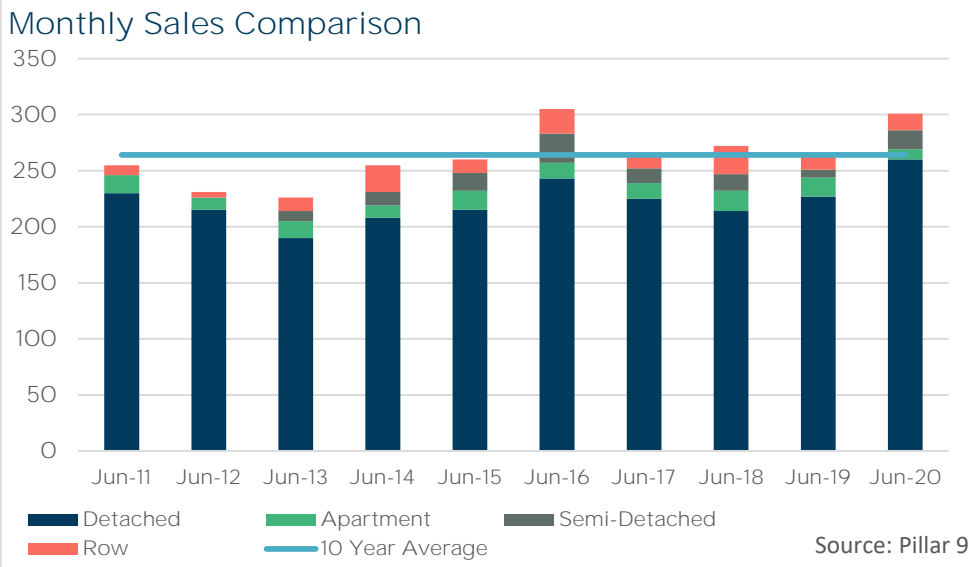
### Residential Sales by Price Range

June



Source: Pillar 9

June 2020



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

### SALES

**301**

↑ 14.0% Y/Y    ↓ 3.3% YTD

### NEW LISTINGS

**394**

↓ 15.5% Y/Y    ↓ 19.7% YTD

### INVENTORY

**1,259**

↓ 23.3% Y/Y    → Monthly trend\*

### MONTHS OF SUPPLY

**4.18**

↓ 32.8% Y/Y    → Monthly trend\*

### TOTAL RESIDENTIAL AVG PRICE

**\$ 295,415**

↑ 8.0% Y/Y    Monthly trend\*

### DETACHED AVG PRICE

**\$ 304,412**

↑ 6.8% Y/Y    Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 241,506**

↑ 2.6% Y/Y    Monthly trend\*

### ROW AVG PRICE

**\$ 255,117**

↑ 4.1% Y/Y    Monthly trend\*

### APARTMENT AVG PRICE

**\$ 181,044**

↑ 7.0% Y/Y    Monthly trend\*

## June 2020

### June 2020

	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	260	15%	325	-17%	1011	-26%	80%	3.89	-35%	\$304,412	7%
Semi	17	143%	24	-14%	63	-21%	71%	3.71	-68%	\$241,506	3%
Row	15	25%	25	-22%	94	-18%	60%	6.27	-34%	\$255,117	4%
Apartment	9	-47%	20	25%	86	4%	45%	9.56	96%	\$181,044	7%
<b>Total Residential</b>	<b>301</b>	<b>14%</b>	<b>394</b>	<b>-15%</b>	<b>1259</b>	<b>-23%</b>	<b>76%</b>	<b>4.18</b>	<b>-33%</b>	<b>\$295,415</b>	<b>8%</b>

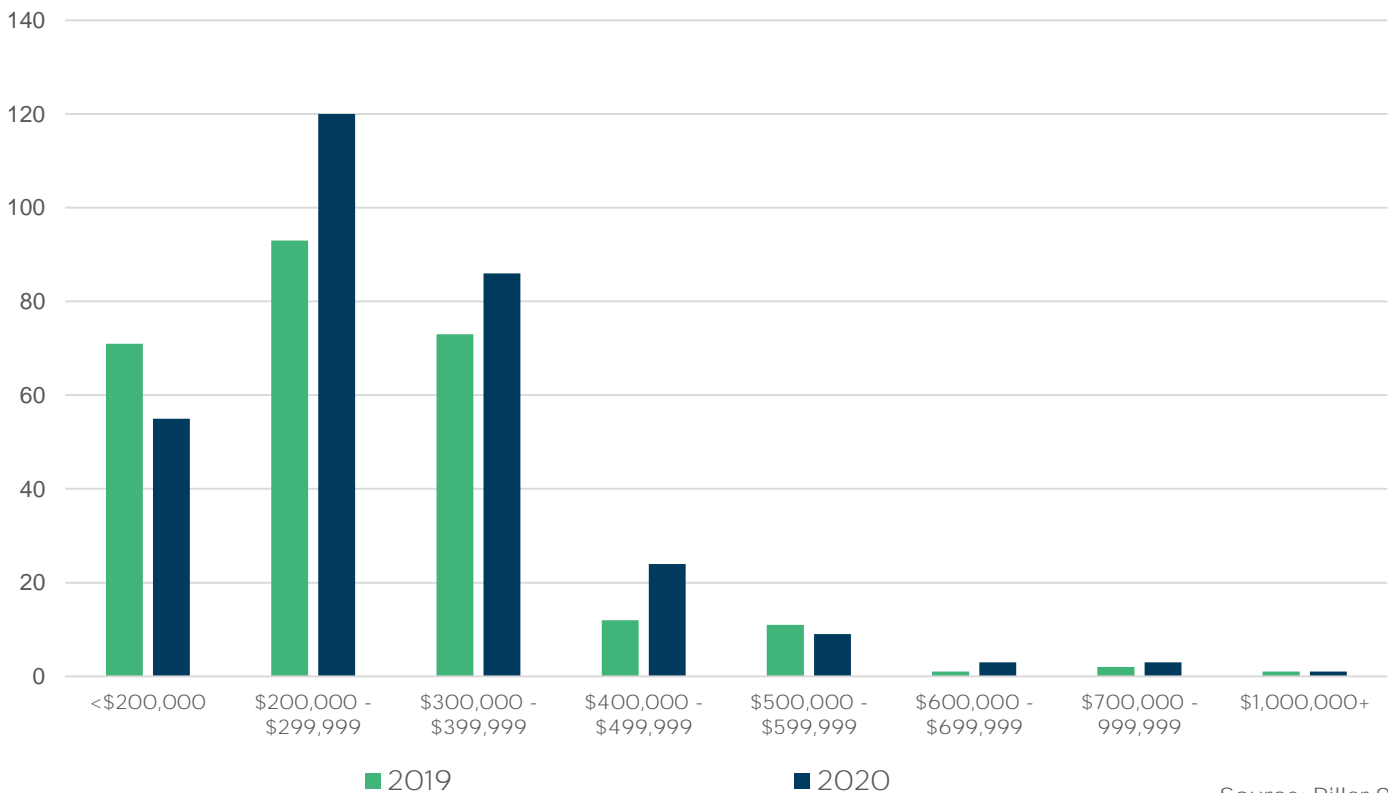
### Year-to-Date

### June 2020

	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	1001	-2%	1693	-19%	1048	-13%	59%	6.28	-12%	\$292,090	0%
Semi	59	40%	99	-16%	59	4%	60%	5.97	-26%	\$245,625	2%
Row	66	-8%	122	-31%	94	-8%	54%	8.56	1%	\$255,419	14%
Apartment	33	-51%	106	-15%	78	-12%	31%	14.09	79%	\$169,709	5%
<b>Total Residential</b>	<b>1161</b>	<b>-3%</b>	<b>2028</b>	<b>-20%</b>	<b>1279</b>	<b>-12%</b>	<b>57%</b>	<b>6.61</b>	<b>-9%</b>	<b>\$284,416</b>	<b>2%</b>

## Residential Sales by Price Range

June



Source: Pillar 9

June 2020

June 2020

	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	192	12%	236	-12%	700	-17%	81%	3.65	-26%	\$303,602	10%
Cardston County	9	13%	16	-16%	74	-18%	56%	8.22	-27%	\$198,770	10%
Forty Mile County Nc	2	NA	2	100%	5	0%	100%	2.50	NA	\$289,000	-3%
Waterton ID	0	-100%	0	-100%	2	100%	NA	NA	NA	NA	NA
Lethbridge County	35	25%	49	-4%	129	-20%	71%	3.69	-36%	\$321,843	NA
MD of Taber	21	40%	29	-24%	95	-43%	72%	4.52	-59%	\$255,305	0%
Pincher Creek No 9	8	0%	7	-56%	44	-47%	114%	5.50	-47%	\$221,325	4%
Willow Creek No 26	12	20%	13	-41%	44	-52%	92%	3.67	-60%	\$241,958	8%
Crowsnest Pass	15	15%	24	-27%	84	-19%	63%	5.60	-30%	\$313,545	-16%
Vulcan County	0	-100%	0	NA	12	-8%	NA	NA	NA	NA	40%
Warner County No 5	7	17%	15	0%	63	-13%	47%	9.00	-25%	\$322,614	NA
<b>Total</b>	<b>301</b>	<b>14%</b>	<b>394</b>	<b>-15%</b>	<b>1259</b>	<b>-23%</b>	<b>76%</b>	<b>4.18</b>	<b>-33%</b>	<b>\$295,415</b>	<b>NA</b>

Year-to-Date

June 2020

	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	713	-9%	1241	-18%	719	-6%	57%	6.05	3%	\$294,427	1%
Cardston County	31	3%	71	-25%	71	-5%	44%	13.77	-8%	\$246,569	-5%
Forty Mile County Nc	2	0%	5	25%	4	4%	40%	13.00	4%	\$289,000	11%
Waterton ID	0	-100%	1	-50%	1	700%	0%	NA	NA	NA	NA
Lethbridge County	145	14%	237	-11%	131	-8%	61%	5.41	-19%	\$296,694	7%
MD of Taber	99	43%	130	-25%	110	-24%	76%	6.64	-47%	\$252,882	1%
Pincher Creek No 9	35	-26%	63	-36%	45	-40%	56%	7.74	-20%	\$290,079	9%
Willow Creek No 26	47	-10%	67	-43%	47	-39%	70%	5.96	-33%	\$213,083	-1%
Crowsnest Pass	42	-25%	107	-21%	71	-21%	39%	10.10	5%	\$305,234	35%
Vulcan County	3	50%	13	-7%	13	22%	23%	26.33	-19%	\$305,000	5%
Warner County No 5	41	58%	81	-6%	62	2%	51%	9.05	-35%	\$222,805	17%
<b>Total</b>	<b>1161</b>	<b>-3%</b>	<b>2028</b>	<b>-20%</b>	<b>1279</b>	<b>-12%</b>	<b>57%</b>	<b>6.61</b>	<b>-9%</b>	<b>\$284,416</b>	<b>2%</b>

June 2020

	2020		2019		2018		% Change	
	June	YTD	June	YTD	June	YTD	June	YTD
Total # of Listings	394	2,028	466	2,527	526	2,588	-15%	-20%
Total # of Sold	301	1,161	264	1,201	272	1,189	14%	-3%
Total Sales Volume	\$88,919,913	\$330,206,830	\$72,241,738	\$334,105,279	\$74,262,884	\$321,640,899	23%	-1%

Number of Units	2020		2019	
	June	YTD	June	YTD
Sold by Price Range				
<\$200,000	55	258	71	295
\$200,000 - \$299,999	120	449	93	450
\$300,000 - \$399,999	86	307	73	318
\$400,000 - \$499,999	24	86	12	76
\$500,000 - \$599,999	9	35	11	33
\$600,000 - \$699,999	3	14	1	15
\$700,000 - 999,999	3	11	2	13
\$1,000,000+	1	1	1	1

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$79,147,155	260	325	1,011
Other	\$9,133,258	32	38	415
Vacant Land	\$639,500	9	31	296
<b>Total</b>	<b>\$88,919,913</b>	<b>301</b>	<b>394</b>	<b>1,722</b>

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,250,000	3	2	68
Commercial	\$373,800	3	15	261
<b>Total</b>	<b>\$1,623,800</b>	<b>6</b>	<b>17</b>	<b>329</b>

<b>Grand Total</b>	<b>\$90,543,713</b>	<b>307</b>	<b>411</b>	<b>2,051</b>
--------------------	---------------------	------------	------------	--------------

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2020								2019							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD
Lethbridge	236	1241	192	713	81%	57%	\$303,602	\$294,427	268	1514	172	785	64%	52%	\$275,235	\$291,951
Barons	1	3	0	4	0%	133%	-	\$113,450	0	3	1	3	-	100%	\$152,900	\$109,300
Burdett	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Cardston	6	33	5	16	83%	48%	\$210,400	\$244,981	9	41	3	13	33%	32%	\$160,667	\$253,705
Carmangay	0	5	0	0	-	0%	-	-	0	6	1	1	-	17%	\$299,500	\$299,500
Champion	0	2	0	0	-	0%	-	-	0	4	0	1	-	25%	-	\$280,000
Claresholm	2	18	1	5	50%	28%	\$165,000	\$180,740	2	23	1	11	50%	48%	\$113,000	\$184,000
Coaldale	20	109	22	77	110%	71%	\$328,090	\$306,469	24	128	11	60	46%	47%	\$244,705	\$240,378
Coutts	0	3	0	1	-	33%	-	\$62,000	1	6	0	3	0%	50%	-	\$78,667
Cowley	0	4	0	1	-	25%	-	\$410,000	4	7	0	1	0%	14%	-	\$170,000
Crowsnest Pass	13	94	14	41	108%	44%	\$300,656	\$300,630	33	135	13	56	39%	41%	\$223,385	\$226,838
Foremost	1	2	1	1	100%	50%	\$210,000	\$210,000	0	1	0	2	-	200%	-	\$260,000
Fort Macleod	7	36	8	35	114%	97%	\$231,813	\$194,263	17	70	6	31	35%	44%	\$262,417	\$209,608
Glenwood	0	5	0	0	-	0%	-	-	1	6	0	1	0%	17%	-	\$145,000
Granum	1	4	0	2	0%	50%	-	\$297,500	1	13	0	4	0%	31%	-	\$142,375
Grassy Lake	1	4	0	3	0%	75%	-	\$149,333	0	5	0	1	-	20%	-	\$114,000
Hill Spring	3	7	1	2	33%	29%	\$212,932	\$153,966	1	9	2	3	200%	33%	\$127,500	\$206,667
Johnson's Addition	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Lomond	0	5	0	1	-	20%	-	\$135,000	0	2	0	0	-	0%	-	-
Magrath	5	16	3	10	60%	63%	\$174,667	\$239,000	7	28	3	8	43%	29%	\$301,667	\$268,750
Milk River	5	18	1	3	20%	17%	\$75,800	\$109,683	1	14	0	3	0%	21%	-	\$97,000
Nobleford	5	26	5	14	100%	54%	\$338,300	\$293,143	1	20	3	17	300%	85%	\$171,000	\$289,529
Picture Butte	9	38	2	22	22%	58%	\$226,500	\$226,450	8	33	4	17	50%	52%	\$295,875	\$238,118
Pincher Creek	4	38	6	25	150%	66%	\$223,433	\$273,591	8	59	6	31	75%	53%	\$171,250	\$242,917
Pincher Station	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Raymond	7	38	4	21	57%	55%	\$379,250	\$264,779	11	42	4	14	36%	33%	\$218,625	\$213,929
Stavely	1	2	0	0	0%	0%	-	-	1	3	0	0	0%	0%	-	-
Stirling	2	8	2	7	100%	88%	\$332,750	\$243,786	0	14	1	5	-	36%	\$97,500	\$267,300
Taber	24	103	18	77	75%	75%	\$218,883	\$245,595	24	129	10	53	42%	41%	\$292,150	\$270,387
Vauxhall	1	8	0	7	0%	88%	-	\$124,571	6	18	4	8	67%	44%	\$130,375	\$137,500
Vulcan	0	1	0	2	-	200%	-	\$390,000	0	1	0	0	-	0%	-	-
Warner	1	8	0	5	0%	63%	-	\$77,550	1	7	1	1	100%	14%	\$112,000	\$112,000
Coalhurst	6	34	5	19	83%	56%	\$180,400	\$248,147	8	48	5	18	63%	38%	\$331,780	\$289,483
Barnwell	2	6	1	5	50%	83%	\$360,000	\$364,200	3	8	0	4	0%	50%	-	\$215,625
Aetna	0	0	0	1	-	-	-	\$300,000	0	2	0	1	-	50%	-	\$270,000
Beaver Mines	0	1	0	1	-	100%	-	\$345,000	1	3	0	1	0%	33%	-	\$266,000
Beazer	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Chin	1	1	0	0	0%	0%	-	-	2	2	1	1	50%	50%	\$265,000	\$265,000
Del Bonita	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$64,000
Diamond City	1	2	1	1	100%	50%	\$1,000,000	\$1,000,000	0	2	0	0	-	0%	-	-
Enchant	0	3	0	2	-	67%	-	\$311,000	2	6	0	2	0%	33%	-	\$323,500



# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD
Etzikom	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Hays	0	0	0	0	-	-	-	-	0	2	1	1	-	50%	\$235,000	\$235,000
Iron Springs	0	0	0	0	-	-	-	-	1	2	0	1	0%	50%	-	\$177,500
Lowland Heights	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	0	9	1	4	-	44%	\$50,000	\$228,375	0	8	0	2	-	25%	-	\$169,000
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	2	0	1	-	50%	-	\$90,000	1	3	0	0	0%	0%	-	-
Mountain View	1	2	0	2	0%	100%	-	\$363,000	0	3	0	0	-	0%	-	-
New Dayton	0	1	0	1	-	100%	-	\$150,000	0	0	0	0	-	-	-	-
Orion	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Purple Springs	0	0	0	1	-	-	-	\$450,000	0	0	0	0	-	-	-	-
Shaughnessy	1	6	0	1	0%	17%	-	\$51,000	0	3	0	2	-	67%	-	\$40,500
Spring Coulee	0	1	0	0	-	0%	-	-	0	2	0	1	-	50%	-	\$387,500
Turin	1	1	0	0	0%	0%	-	-	0	1	0	1	-	100%	-	\$427,000
Twin Butte	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Waterton Park	0	1	0	0	-	0%	-	-	2	2	1	1	50%	50%	\$700,000	\$700,000
Welling	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Wrentham	0	2	0	1	-	50%	-	\$76,250	0	1	0	0	-	0%	-	-
Kimball	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Leavitt	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Welling Station	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Woodhouse	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Woolford	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Moon River Estates	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orton	1	1	0	0	0%	0%	-	-	1	1	1	1	100%	100%	\$399,500	\$399,500
Parkland	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	4	0	0	0%	0%	-	-	0	2	0	2	-	100%	-	\$410,000
Rural Forty Mile County	0	1	1	1	-	100%	\$368,000	\$368,000	0	0	0	0	-	-	-	-
Rural Lethbridge County	5	16	0	6	0%	38%	-	\$671,167	6	21	3	7	50%	33%	\$860,433	\$739,457
Rural Pincher Creek MD	3	11	1	4	33%	36%	\$380,000	\$411,125	3	21	2	12	67%	57%	\$305,750	\$353,542
Rural Ranchland MD	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Taber MD	0	5	2	4	-	80%	\$530,750	\$477,875	3	6	0	0	0%	0%	-	-
Rural Vulcan County	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Rural Warner County	0	3	0	2	-	67%	-	\$431,550	1	2	0	0	0%	0%	-	-
Rural Willow Creek MD	1	6	3	5	300%	83%	\$294,667	\$343,400	0	7	2	5	-	71%	\$398,250	\$337,300