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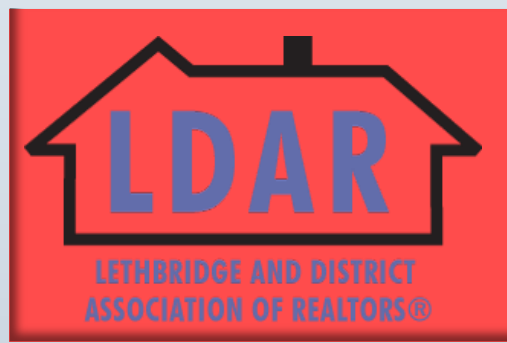
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Established 1956

Membership of 340 licensees

262 from Lethbridge and 78 from Rural

59 Offices

29 City and 30 Rural

28 Contract Subscribers

40 Matrix users and 25 Supra users

Statistics

May 31, 2020

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



May 2020

Market Trend Summary

The city of Lethbridge had benefited from relative stable conditions and improving prices prior to COVID-19. There is no question COVID-19 has shaken confidence and caused some adjustments in prices, but the Lethbridge market has fared better than many of the other cities in the province.

Sales in May improved over the pullback recorded in April. While far from normal, the 128 sales in the city was only down by 22 per cent compared to last year versus the 47 per cent decline recorded last month. Meanwhile, the pullback in new listings far outpaced the pullback in sales causing year-over-year declines in inventory levels and pushing the months of supply down below six months.

In May, the median price remained relatively stable compared to last month but was only 1.5 per cent below last years prices. However, on a year-to-date basis, median prices remain over two per cent higher than last year's levels. Trends varied slightly when looking at the average prices, showing a year-do-date decline of two per cent. However, some of that could be related to a steeper decline in sales occurring in the higher price ranges.

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

SALES

128

↓ 22.0% Y/Y

Monthly trend*

NEW LISTINGS

185

↓ 38.1% Y/Y

Monthly trend*

INVENTORY

732

↓ 12.9% Y/Y

Monthly trend*

MONTHS OF SUPPLY

5.72

↑ 11.7% Y/Y

Monthly trend*

TOTAL RESIDENTIAL PRICE

\$ 282,750

↓ 1.6% Y/Y

Monthly trend*

DETACHED PRICE

\$ 295,000

↓ 4.8% Y/Y

Monthly trend*

SEMI-DETACHED PRICE

\$ 234,500

↓ 8.4% Y/Y

Monthly trend*

ROW PRICE

\$ 215,500

↑ 0.2% Y/Y

Monthly trend*

APARTMENT PRICE

\$ 199,750

↑ 33.2% Y/Y

Monthly trend*

May 2020

May 2020

	Sales		New Listings		Inventory		S/NL	Months of Supply		Median Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	108	-19%	141	-39%	521	-17%	77%	4.82	2%	\$295,000	-5%
Semi	4	-33%	11	-27%	49	11%	36%	12.25	67%	\$234,500	-8%
Row	12	20%	15	-42%	79	3%	80%	6.58	-15%	\$215,500	0%
Apartment	4	-73%	12	-54%	75	-15%	33%	18.75	220%	\$199,750	33%
Total Residential	128	-22%	185	-38%	732	-13%	69%	5.72	12%	\$282,750	-2%

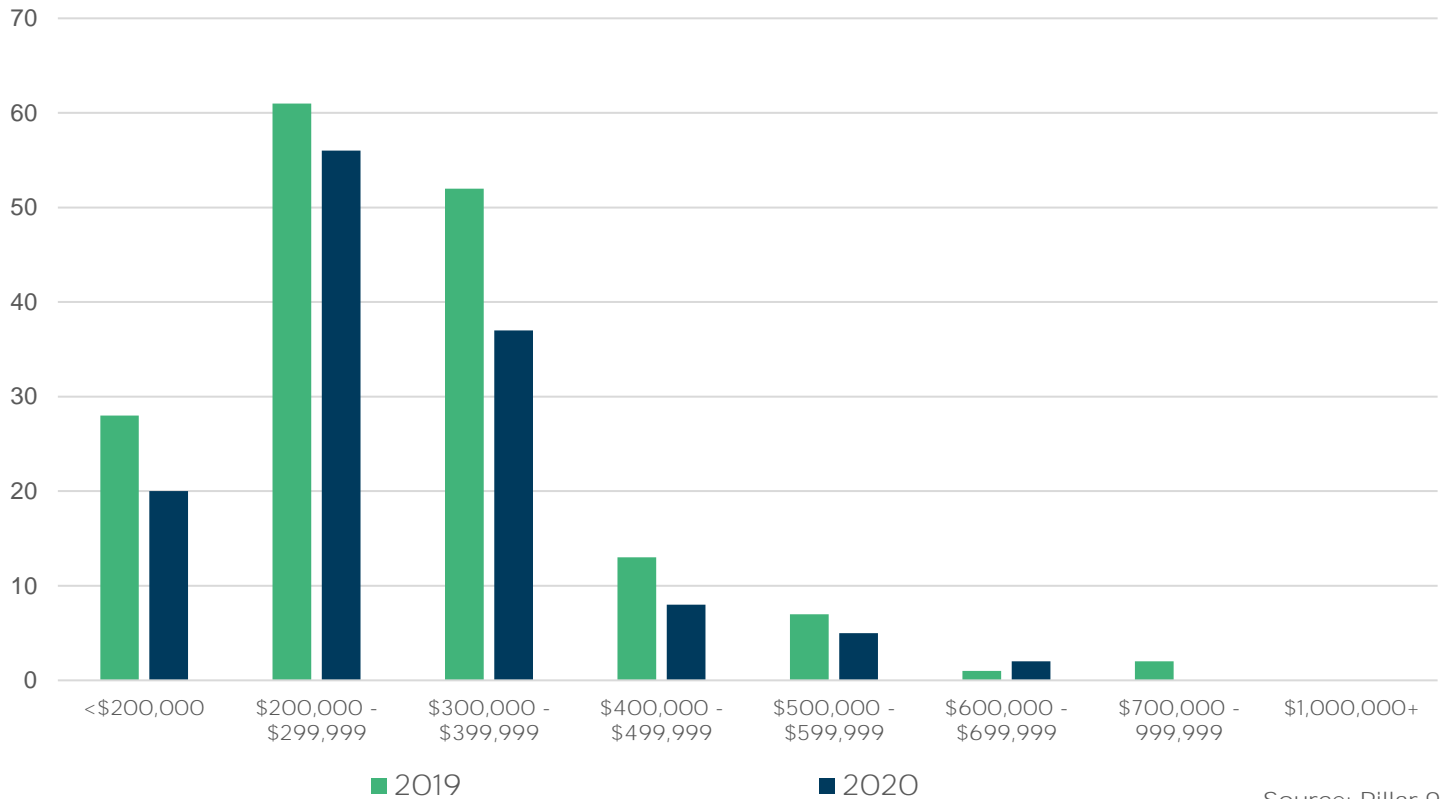
Year-to-Date

May 2020

	Sales		New Listings		Inventory		S/NL	Months of Supply		Median Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	416	-15%	738	-23%	511	-11%	56%	6.14	5%	\$292,500	-5%
Semi	30	-9%	58	-22%	43	15%	52%	7.20	26%	\$240,000	-1%
Row	41	-16%	77	-33%	73	2%	53%	8.88	22%	\$237,500	16%
Apartment	22	-50%	79	-23%	65	-19%	28%	14.68	62%	\$173,000	15%
Total Residential	509	-17%	959	-23%	694	-9%	53%	6.82	10%	\$281,000	0%

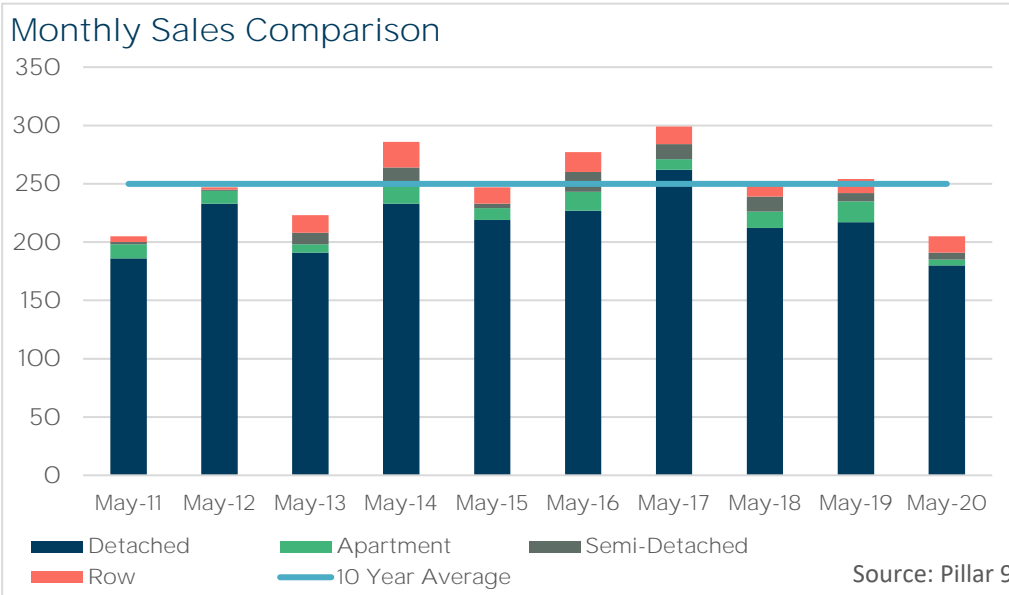
Residential Sales by Price Range

May



Source: Pillar 9

May 2020



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

SALES

206

↓ 18.9% Y/Y ↓ 13.0% YTD

NEW LISTINGS

318

↓ 41.2% Y/Y ↓ 26.9% YTD

TOTAL RESIDENTIAL PRICE

\$ 288,310

↑ 0.9% Y/Y Monthly trend*

INVENTORY

1,380

↓ 20.7% Y/Y Monthly trend*

DETACHED PRICE

\$ 297,100

↓ 1.2% Y/Y Monthly trend*

SEMI-DETACHED PRICE

\$ 239,650

↓ 6.0% Y/Y Monthly trend*

ROW PRICE

\$ 231,958

↓ 4.8% Y/Y Monthly trend*

APARTMENT PRICE

\$ 188,000

↑ 28.8% Y/Y Monthly trend*

MONTHS OF SUPPLY

6.70

↓ 2.3% Y/Y Monthly trend*

May 2020

May 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	180	-17%	255	-45%	1122	-24%	71%	6.23	-8%	\$289,000	1%
Semi	6	-14%	17	-15%	63	-3%	35%	10.50	13%	\$234,500	-8%
Row	14	17%	17	-41%	90	-13%	82%	6.43	-26%	\$229,250	7%
Apartment	5	-72%	14	-46%	79	-16%	36%	15.80	203%	\$163,000	8%
Total Residential	206	-19%	318	-41%	1380	-21%	65%	6.70	-2%	\$277,950	1%

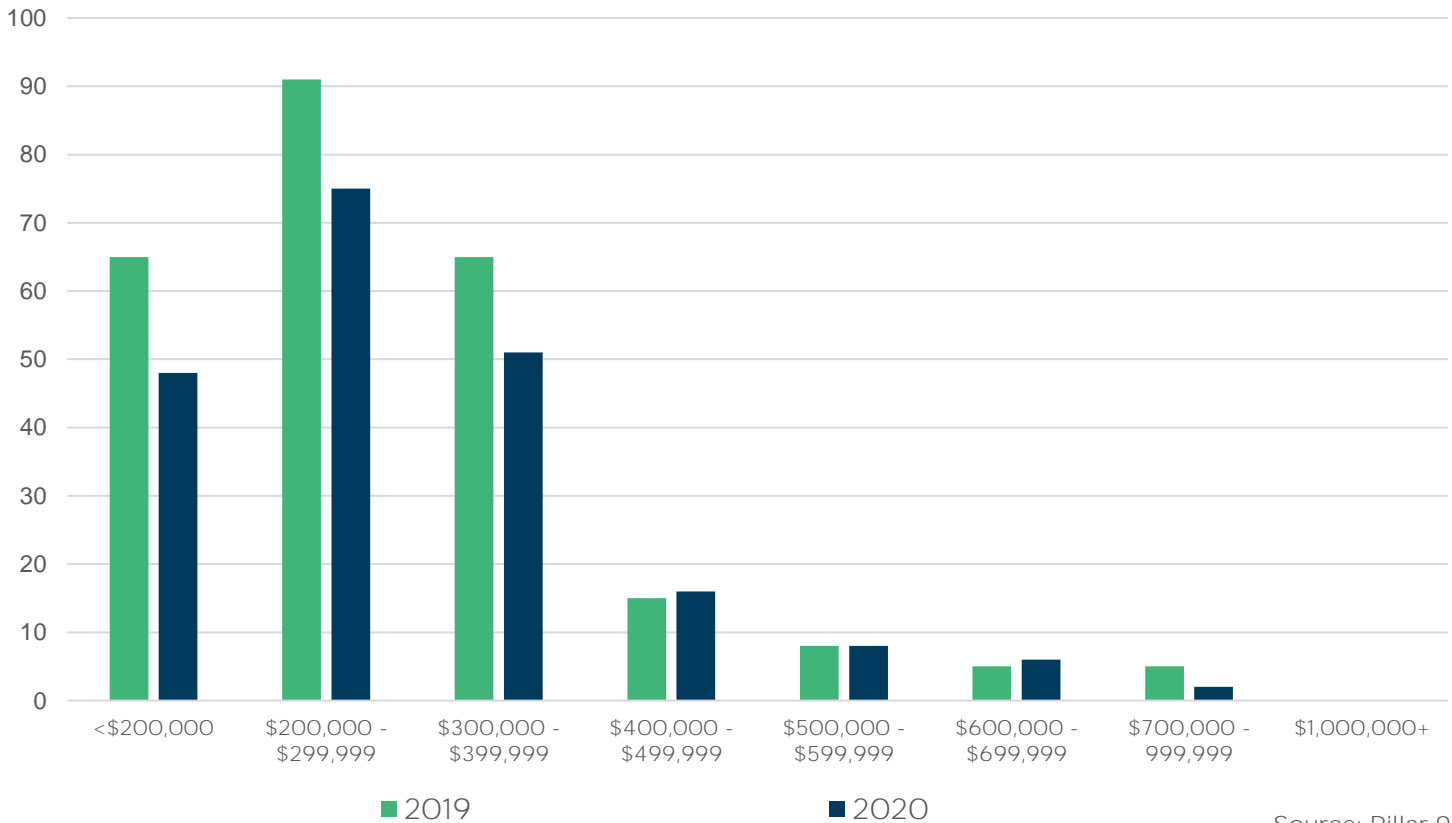
Year-to-Date

May 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	700	-11%	1280	-28%	1108	-15%	55%	7.91	-4%	\$243,445	-3%
Semi	36	3%	72	-16%	57	6%	50%	7.94	3%	\$124,675	50%
Row	48	-14%	85	-38%	86	-11%	56%	8.98	4%	\$137,167	44%
Apartment	25	-51%	86	-20%	68	-23%	29%	13.64	58%	\$42,300	-12%
Total Residential	811	-13%	1547	-27%	1333	-14%	52%	8.22	-1%	\$242,815	-2%

Residential Sales by Price Range

May



Source: Pillar 9

May 2020

May 2020

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price		Median Price
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%	Actual
City of Lethbridge	128	-22%	185	-38%	732	-13%	69%	5.72	12%	\$291,235	-3%	#N/A
Cardston County	5	-29%	9	-63%	72	-17%	56%	14.40	16%	\$292,000	-3%	#N/A
Cypress County	14	-26%	22	-51%	85	-30%	64%	6.07	-5%	\$507,396	4%	#N/A
Forty Mile County Nc	3	200%	12	200%	46	2%	25%	15.33	-66%	\$285,000	37%	#N/A
Waterton ID	0	NA	1	NA	#N/A	NA	0%	NA	NA	NA	138%	NA
Lethbridge County	25	25%	32	-38%	122	-24%	78%	4.88	-39%	\$280,052	NA	#N/A
MD of Taber	23	35%	20	-47%	101	-35%	115%	4.39	-52%	\$231,913	2%	#N/A
Pincher Creek No 9	5	-50%	10	-50%	50	-37%	50%	10.00	27%	\$274,200	4%	#N/A
Willow Creek No 26	6	-54%	8	-76%	45	-48%	75%	7.50	12%	\$157,200	-1%	#N/A
Crowsnest Pass	3	-70%	18	-25%	#N/A	NA	17%	NA	NA	\$252,000	-7%	#N/A
Newell County	5	-17%	12	-61%	64	-36%	42%	12.80	-23%	\$242,500	2%	#N/A
Vulcan County	1	NA	3	-25%	#N/A	NA	33%	NA	NA	\$50,000	-23%	#N/A
Warner County No 5	13	86%	18	-5%	63	-6%	72%	4.85	-49%	\$232,962	NA	#N/A
Total	206	-19%	318	-41%	1380	-21%	65%	6.70	-2%	\$288,310	NA	#N/A

Year-to-Date

May 2020

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price		Median Price
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%	Actual
City of Lethbridge	509	-17%	959	-23%	694	-9%	53%	6.82	10%	\$289,412	-2%	\$281,000
Cardston County	22	0%	53	-30%	69	-4%	42%	15.68	-4%	\$266,123	-4%	\$250,000
Cypress County	52	-7%	92	-40%	86	-20%	57%	8.23	-14%	\$360,459	13%	\$315,000
Forty Mile County Nc	8	0%	28	-13%	43	2%	29%	26.63	2%	\$277,000	5%	\$245,000
Waterton ID	0	NA	1	NA	#N/A	NA	0%	NA	NA	NA	NA	NA
Lethbridge County	110	11%	178	-17%	125	-10%	62%	5.68	-19%	\$288,692	10%	\$256,200
MD of Taber	72	33%	95	-31%	103	-27%	76%	7.17	-45%	\$246,610	-2%	\$270,000
Pincher Creek No 9	27	-31%	53	-35%	46	-38%	51%	8.48	-11%	\$310,451	11%	\$284,250
Willow Creek No 26	35	-17%	51	-47%	45	-39%	69%	6.46	-27%	\$203,183	3%	\$186,950
Crowsnest Pass	26	-40%	77	-25%	#N/A	NA	34%	NA	NA	\$305,449	34%	NA
Newell County	24	-29%	63	-41%	64	-26%	38%	13.33	5%	\$198,125	-22%	\$172,500
Vulcan County	4	300%	14	0%	#N/A	NA	29%	NA	NA	\$241,250	-14%	NA
Warner County No 5	32	60%	61	-14%	58	2%	52%	9.09	-36%	\$197,131	1%	\$167,250
Total	811	-13%	1547	-27%	1333	-14%	52%	8.22	-1%	\$280,326	-1%	\$242,815

May 2020

	2020		2019		2018		% Change	
	May	YTD	May	YTD	May	YTD	May	YTD
Total # of Listings	318	1,547	541	2,115	554	2,119	-41%	-27%
Total # of Sold	206	811	254	932	248	906	-19%	-13%
Total Sales Volume	\$59,391,768	\$227,344,583	\$72,576,871	\$263,367,441	\$69,618,605	\$246,850,866	-18%	-14%

Number of Units	2020		2019	
	May	YTD	May	YTD
Sold by Price Range				
<\$200,000	48	199	65	233
\$200,000 - \$299,999	75	295	91	336
\$300,000 - \$399,999	51	211	65	241
\$400,000 - \$499,999	16	60	15	60
\$500,000 - \$599,999	8	27	8	29
\$600,000 - \$699,999	6	12	5	21
\$700,000 - 999,999	2	7	5	12
\$1,000,000+	0	0	0	0

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$53,477,950	180	255	1,122
Other	\$5,202,318	16	60	300
Vacant Land	\$711,500	10	3	266
Total	\$59,391,768	206	318	1,688

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$2,275,000	2	9	62
Commercial	\$54,300	2	25	241
Total	\$2,329,300	4	34	303

Grand Total	\$61,721,068	210	352	1,991
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REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2020								2019							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD
Barons	1	2	1	4	100%	200%	\$70,000	\$113,450	0	3	1	2	-	67%	\$35,000	\$87,500
Burdett	0	1	1	1	-	100%	\$220,000	\$220,000	0	0	0	0	-	-	-	-
Cardston	6	26	4	11	67%	42%	\$293,750	\$260,700	11	32	3	10	27%	31%	\$253,333	\$281,616
Carmangay	2	5	0	0	0%	0%	-	-	1	6	0	0	0%	0%	-	-
Champion	1	2	0	0	0%	0%	-	-	0	4	0	1	-	25%	-	\$280,000
Claresholm	2	15	1	4	50%	27%	\$186,700	\$184,675	7	21	6	10	86%	48%	\$163,000	\$191,100
Coaldale	18	81	15	55	83%	68%	\$304,393	\$297,820	21	104	12	49	57%	47%	\$238,542	\$239,406
Coutts	1	3	1	1	100%	33%	\$62,000	\$62,000	1	5	2	3	200%	60%	\$84,500	\$78,667
Cowley	2	4	0	1	0%	25%	-	\$410,000	0	3	0	1	-	33%	-	\$170,000
Foremost	0	2	0	1	-	50%	-	\$85,000	0	6	1	2	-	33%	\$120,000	\$260,000
Fort Macleod	4	26	5	27	125%	104%	\$151,300	\$183,137	18	53	6	25	33%	47%	\$187,742	\$196,934
Glenwood	0	5	0	0	-	0%	-	-	0	5	0	1	-	20%	-	\$145,000
Granum	1	3	0	2	0%	67%	-	\$297,500	4	12	1	4	25%	33%	\$100,000	\$142,375
Grassy Lake	0	3	0	3	-	100%	-	\$149,333	3	6	0	1	0%	17%	-	\$114,000
Hill Spring	0	4	0	1	-	25%	-	\$95,000	3	8	0	1	0%	13%	-	\$365,000
Lomond	0	6	1	2	-	33%	\$50,000	\$92,500	2	2	0	0	0%	0%	-	-
Magrath	1	9	1	7	100%	78%	\$285,000	\$266,571	5	21	1	5	20%	24%	\$275,000	\$249,000
Milk River	3	12	0	2	0%	17%	-	\$126,625	6	13	1	3	17%	23%	\$90,000	\$97,000
Nobleford	5	21	4	9	80%	43%	\$305,000	\$268,056	5	19	3	14	60%	74%	\$318,000	\$314,929
Picture Butte	2	29	3	20	150%	69%	\$186,167	\$226,445	8	25	2	13	25%	52%	\$272,500	\$220,346
Pincher Creek	6	32	4	19	67%	59%	\$270,625	\$289,430	12	51	6	25	50%	49%	\$236,250	\$260,117
Raymond	11	29	5	15	45%	52%	\$309,080	\$231,657	6	31	3	10	50%	32%	\$233,333	\$212,050
Stavelly	0	1	0	0	-	0%	-	-	1	2	0	0	0%	0%	-	-
Stirling	1	5	4	5	400%	100%	\$213,000	\$208,200	3	14	1	4	33%	29%	\$350,000	\$309,750
Taber	17	74	19	54	112%	73%	\$233,868	\$250,055	28	105	13	43	46%	41%	\$245,885	\$265,326
Vauxhall	0	6	2	7	-	117%	\$77,250	\$124,571	3	12	3	4	100%	33%	\$126,167	\$144,625
Vulcan	0	1	0	2	-	200%	-	\$390,000	1	1	0	0	0%	0%	-	-
Warner	1	7	1	5	100%	71%	\$26,000	\$77,550	1	6	0	0	0%	0%	-	-
Coalhurst	4	27	2	14	50%	52%	\$293,450	\$272,343	9	40	1	13	11%	33%	\$270,000	\$273,215
Barnwell	1	4	2	4	200%	100%	\$368,000	\$365,250	0	5	1	4	-	80%	\$221,500	\$215,625
Aetna	1	1	0	1	0%	100%	-	\$300,000	1	2	0	1	0%	50%	-	\$270,000
Beaver Mines	0	1	0	1	-	100%	-	\$345,000	0	2	0	1	-	50%	-	\$266,000
Beazer	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	0	0	0	0	-	-	-	-	0	1	1	1	-	100%	\$64,000	\$64,000
Diamond City	0	1	0	0	-	0%	-	-	2	2	0	0	0%	0%	-	-
Enchant	0	3	0	2	-	67%	-	\$311,000	2	4	0	2	0%	50%	-	\$323,500
Hays	0	0	0	0	-	-	-	-	1	2	0	0	0%	0%	-	-
Iron Springs	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$177,500
Lundbreck	1	9	0	3	0%	33%	-	\$287,833	3	8	0	2	0%	25%	-	\$169,000
Monarch	0	2	0	1	-	50%	-	\$90,000	1	2	0	0	0%	0%	-	-

REGIONAL SUMMARY



Mountain View	0	1	0	2	-	200%	-	\$363,000	1	3	0	0	0%	0%	-	-
New Dayton	0	1	1	1	-	100%	\$150,000	\$150,000	0	0	0	0	-	-	-	-
Purple Springs	0	0	0	1	-	-	-	\$450,000	0	0	0	0	-	-	-	-
Scandia	0	1	0	1	-	100%	-	\$268,000	0	3	0	0	-	0%	-	-
Shaughnessy	1	5	0	1	0%	20%	-	\$51,000	0	3	0	2	-	67%	-	\$40,500
Spring Coulee	0	1	0	0	-	0%	-	-	2	2	1	1	50%	50%	\$387,500	\$387,500
Turin	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$427,000
Waterton Park	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Welling	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Wrentham	1	2	0	1	0%	50%	-	\$76,250	1	1	0	0	0%	0%	-	-
Kimball	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Leavitt	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Woolford	0	0	0	0	-	-	-	-	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	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	3	0	0	0%	0%	-	-	1	2	1	2	100%	100%	\$485,000	\$410,000
Rural Forty Mile County	4	7	0	1	0%	14%	-	\$570,000	0	3	0	0	-	0%	-	-
Rural Lethbridge County	2	11	0	6	0%	55%	-	\$671,167	6	15	1	4	17%	27%	\$799,900	\$648,725
Rural Pincher Creek MD	1	7	1	3	100%	43%	\$288,500	\$421,500	5	18	4	10	80%	56%	\$338,250	\$363,100
Rural Taber MD	2	5	0	1	0%	20%	-	\$400,000	1	3	0	0	0%	0%	-	-
Rural Vulcan County	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Rural Warner County	0	2	1	2	-	100%	\$393,100	\$431,550	1	1	0	0	0%	0%	-	-
Rural Willow Creek MD	1	5	0	2	0%	40%	-	\$416,500	2	7	0	3	0%	43%	-	\$296,667
Rural Crowsnest Pass	16	72	3	26	19%	36%	\$252,000	\$305,449	24	102	10	43	42%	42%	\$247,950	\$227,881