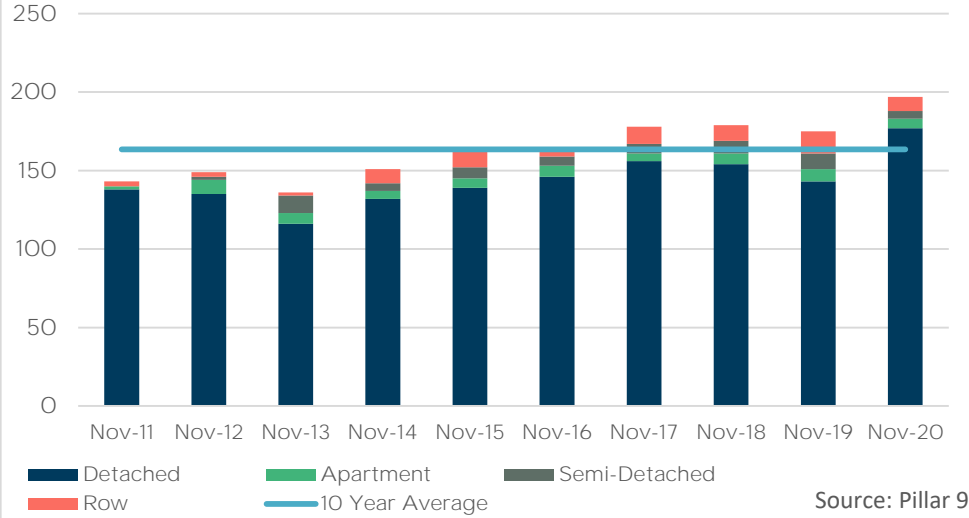


November 2020

Monthly Sales Comparison



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

SALES

197

↑ 12.6% Y/Y ↑ 11.1% YTD

NEW LISTINGS

234

↓ 6.4% Y/Y ↓ 11.3% YTD

INVENTORY

988

↓ 20.6% Y/Y ↘ Monthly trend*

MONTHS OF SUPPLY

5.02

↓ 20.6% Y/Y ↘ Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 298,722

↑ 2.8% Y/Y ↗ Monthly trend*

DETACHED AVG PRICE

\$ 306,023

↑ 0.5% Y/Y ↗ Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 278,100

↑ 18.7% Y/Y ↘ Monthly trend*

ROW AVG PRICE

\$ 271,200

↑ 6.6% Y/Y ↘ Monthly trend*

APARTMENT AVG PRICE

\$ 141,833

↓ 19.6% Y/Y ↘ Monthly trend*

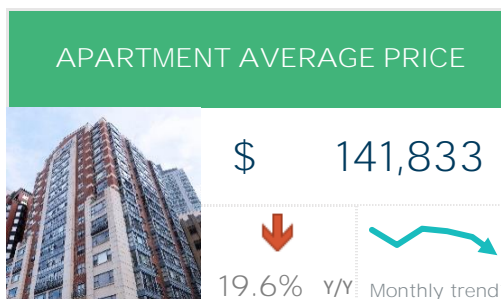
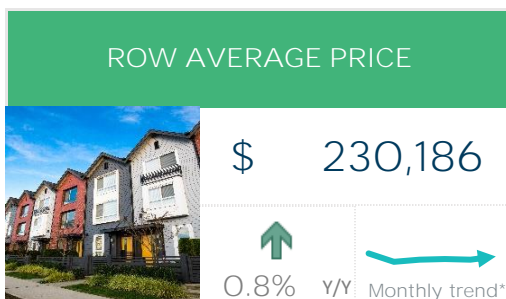
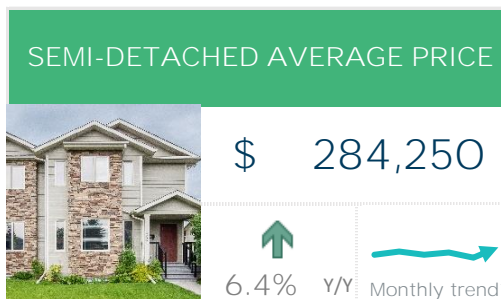
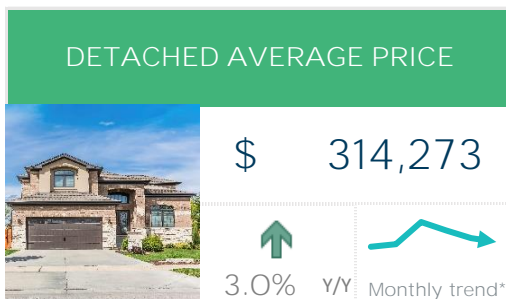
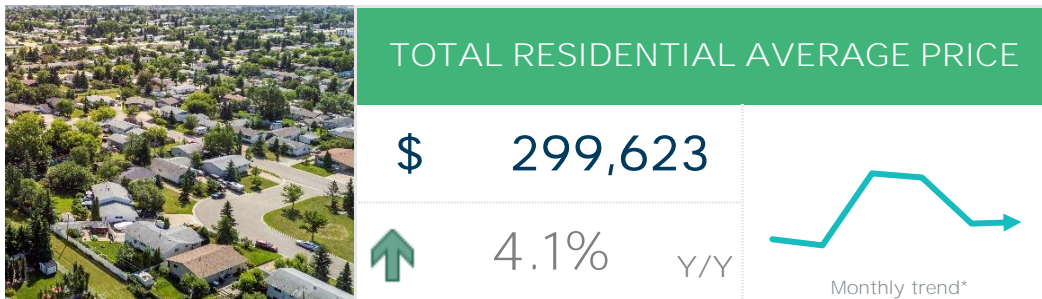
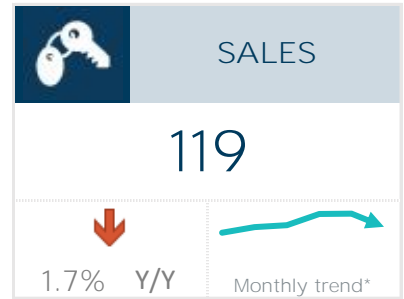
November 2020

Market Trend Summary

For the third consecutive month, the sales to new listings ratio exceeded 80 per cent, indicating that for every 10 new properties coming onto the market, eight are selling. Hence the decline in new listings is likely limiting the sales activity in this market. Sales in November were 119 units, nearly two per cent below levels recorded last year. November also saw inventories ease to 552 units, keeping the months of supply below five months.

Relative to the other larger centres in the province, Lethbridge is one of the few that has seen their sales rise above last year's levels on a year-to-date basis. These improvements in sales relative to the supply have caused market conditions to tighten relative to the past several years as well as longer-term trends.

The tighter market conditions are supporting the price gains occurring in the market. The year-to-date average price has increased by just over three per cent compared to last year. However, like other markets, much of the price gains have been driven mostly by the detached market.



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

November 2020

November 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	102	5%	108	-14%	385	-27%	94%	3.77	-31%	\$314,273	3%
Semi	4	-20%	10	67%	28	-15%	40%	7.00	6%	\$284,250	6%
Row	7	-36%	18	-10%	75	9%	39%	10.71	71%	\$230,186	1%
Apartment	6	-25%	8	-11%	64	14%	75%	10.67	52%	\$141,833	-20%
Total Residential	119	-2%	144	-11%	552	-20%	83%	4.64	-18%	\$299,623	4%

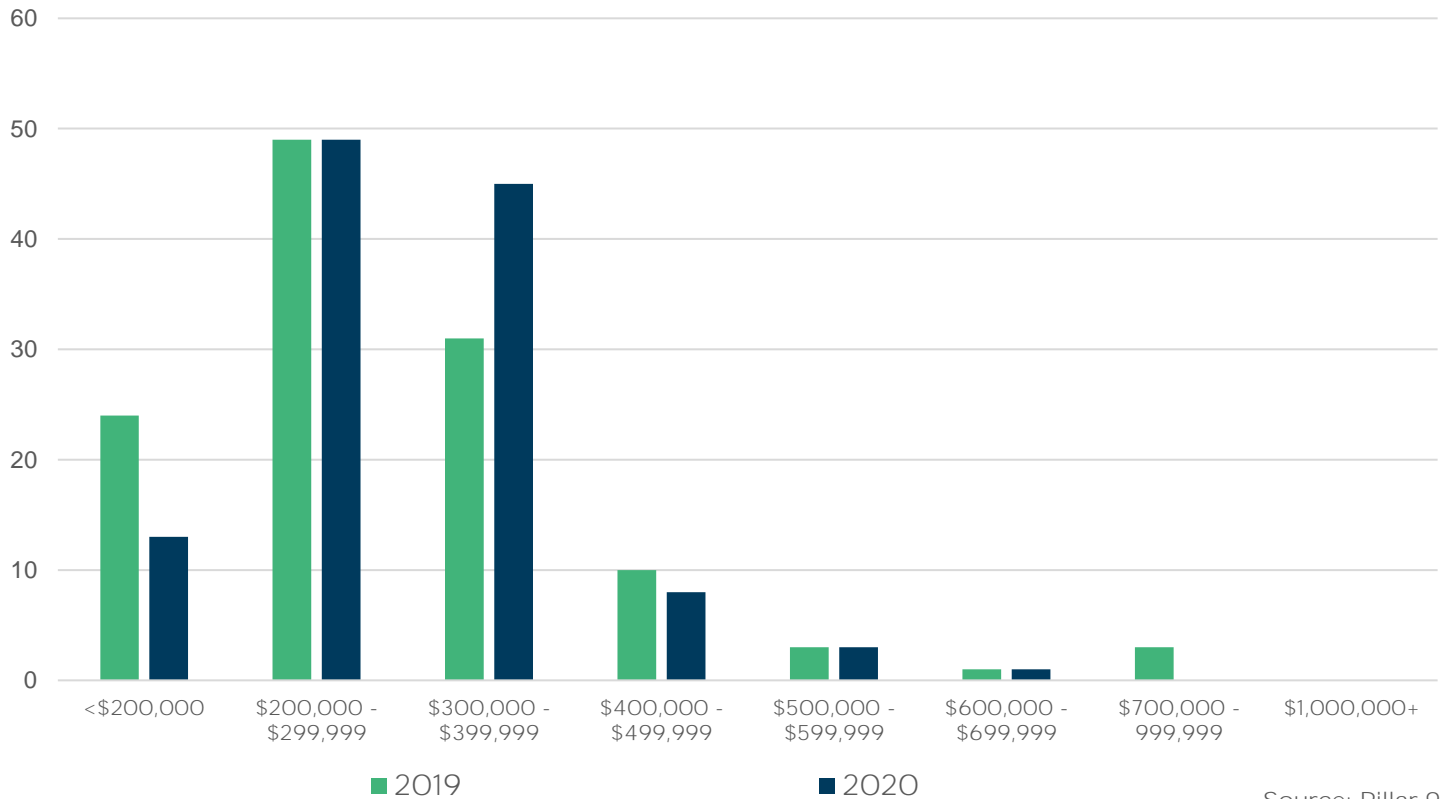
Year-to-Date

November 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	1245	8%	1737	-12%	476	-17%	72%	4.21	-23%	\$322,210	3%
Semi	97	10%	130	-12%	39	0%	75%	4.40	-10%	\$245,615	0%
Row	127	5%	214	-10%	82	12%	59%	7.13	6%	\$230,294	4%
Apartment	82	-17%	175	-7%	70	-4%	47%	9.41	16%	\$169,529	0%
Total Residential	1551	6%	2256	-11%	668	-12%	69%	4.74	-17%	\$301,821	3%

Residential Sales by Price Range

November



Source: Pillar 9

November 2020

November 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	177	24%	190	-9%	788	-25%	93%	4.45	-25%	\$306,023	1%
Semi	5	-50%	12	50%	34	-21%	42%	6.80	-21%	\$278,100	19%
Row	9	-36%	20	-13%	85	1%	45%	9.44	1%	\$271,200	7%
Apartment	6	-25%	12	20%	69	19%	50%	11.50	19%	\$141,833	-20%
Total Residential	197	13%	234	-6%	988	-21%	84%	5.02	-21%	\$298,722	3%

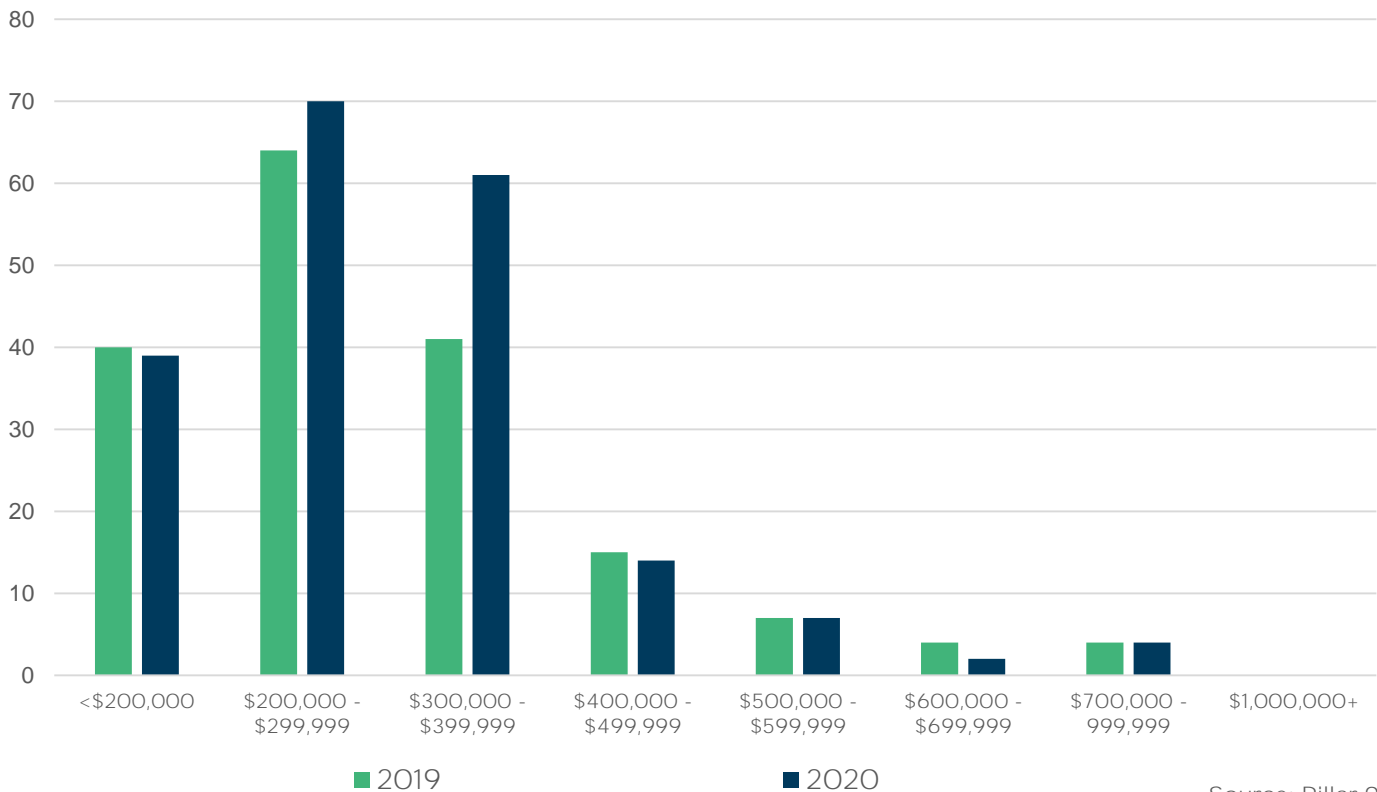
Year-to-Date

November 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	2171	13%	3110	-11%	969	-19%	70%	4.91	-28%	\$304,804	5%
Semi	125	24%	163	-10%	48	-11%	77%	4.25	-28%	\$244,202	1%
Row	153	1%	245	-18%	94	-7%	62%	6.75	-7%	\$239,672	4%
Apartment	91	-17%	194	-3%	74	-6%	47%	8.98	12%	\$165,829	0%
Total Residential	2540	11%	3712	-11%	1192	-17%	68%	5.16	-25%	\$292,919	5%

Residential Sales by Price Range

November



Source: Pillar 9

November 2020

November 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	119	-2%	144	-11%	552	-20%	83%	4.64	-20%	\$299,623	4%
Cardston County	7	75%	5	-38%	38	-46%	140%	5.43	-46%	\$265,143	27%
Forty Mile County Nc	3	-40%	2	-71%	35	-26%	150%	11.67	-26%	\$209,974	19%
Waterton ID	0	NA	0	-100%	1	0%	NA	NA	0%	NA	NA
Lethbridge County	24	33%	30	15%	95	-30%	80%	3.96	-30%	\$378,510	33%
MD of Taber	14	40%	19	36%	100	-12%	74%	7.14	-12%	\$209,040	-34%
Pincher Creek No 9	4	-56%	4	-67%	40	-17%	100%	10.00	-17%	\$229,375	-18%
Willow Creek No 26	24	100%	17	6%	94	-40%	141%	3.92	-40%	\$215,415	-37%
Crowsnest Pass	12	140%	15	-6%	54	-21%	80%	4.50	-21%	\$280,592	-25%
Vulcan County	7	17%	4	-69%	51	-34%	175%	7.29	-34%	\$246,714	100%
Warner County No 5	8	167%	8	14%	47	-23%	100%	5.88	-23%	\$357,188	-2%
Total	197	13%	234	-6%	988	-21%	84%	5.02	-21%	\$298,722	NA

Year-to-Date

November 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	1551	6%	2256	-11%	668	-12%	69%	4.74	-12%	\$301,821	3%
Cardston County	86	26%	124	-19%	64	-16%	69%	8.14	-16%	\$257,149	3%
Forty Mile County Nc	29	0%	61	-23%	41	-11%	48%	15.38	-11%	\$260,170	33%
Waterton ID	2	100%	2	-33%	1	27%	100%	7.00	27%	\$946,000	35%
Lethbridge County	312	29%	438	-6%	125	-16%	71%	4.40	-16%	\$316,374	8%
MD of Taber	195	25%	270	-7%	106	-26%	72%	5.95	-26%	\$250,407	0%
Pincher Creek No 9	63	-27%	112	-30%	47	-36%	56%	8.27	-36%	\$360,574	36%
Willow Creek No 26	262	24%	363	-8%	137	-27%	72%	5.76	-27%	\$251,074	5%
Crowsnest Pass	132	32%	201	-11%	71	-25%	66%	5.88	-25%	\$292,157	22%
Vulcan County	86	34%	151	-19%	77	-22%	57%	9.81	-22%	\$244,494	17%
Warner County No 5	111	61%	158	4%	59	-2%	70%	5.89	-2%	\$243,836	19%
Total	2540	11%	3712	-11%	1192	-17%	68%	5.16	-25%	\$292,919	5%

November 2020

	2020		2019		2018		% Change	
	November	YTD	November	YTD	November	YTD	November	YTD
Total # of Listings	234	3,712	250	4,187	263	4,347	-6%	-11%
Total # of Sold	197	2,540	175	2,287	179	2,245	13%	11%
Total Sales Volume	\$58,848,304	\$744,014,579	\$50,852,830	\$637,014,045	\$47,615,586	\$599,357,574	16%	17%

Number of Units	2020		2019	
	November	YTD	November	YTD
Sold by Price Range				
<\$200,000	39	545	40	575
\$200,000 - \$299,999	70	932	64	844
\$300,000 - \$399,999	61	686	41	593
\$400,000 - \$499,999	14	217	15	155
\$500,000 - \$599,999	7	85	7	59
\$600,000 - \$699,999	2	36	4	28
\$700,000 - 999,999	4	35	4	31
\$1,000,000+	0	4	0	2

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$54,166,004	177	190	788
Other	\$4,682,300	20	44	200
Vacant Land	\$1,533,550	9	9	252
Total	\$60,381,854	206	243	1,240

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$4,895,000	3	3	35
Commercial	\$3,211,906	8	8	152
Total	\$8,106,906	11	11	187

Grand Total	\$68,488,760	217	254	1,427
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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	
	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD
Lethbridge	144	2256	119	1551	83%	69%	\$299,623	\$301,821	161	2537	121	1463	75%	58%	\$287,959	\$292,511
Barons	1	10	1	9	100%	90%	\$345,000	\$156,478	0	8	0	5	-	63%	-	\$113,480
Burdett	0	6	0	1	-	17%	-	\$220,000	0	5	1	2	-	40%	\$130,000	\$92,500
Cardston	3	58	3	49	100%	84%	\$136,500	\$250,030	6	69	1	30	17%	43%	\$120,000	\$226,189
Carmangay	1	16	1	5	100%	31%	\$26,000	\$135,500	1	16	0	5	0%	31%	-	\$159,900
Champion	0	10	0	6	-	60%	-	\$157,333	2	14	0	5	0%	36%	-	\$131,600
Claresholm	4	126	8	85	200%	67%	\$197,806	\$216,398	1	115	2	63	200%	55%	\$324,450	\$214,376
Coaldale	16	211	10	155	63%	73%	\$354,975	\$315,606	14	211	7	114	50%	54%	\$250,500	\$271,256
Coutts	0	5	0	3	-	60%	-	\$143,333	0	9	0	6	-	67%	-	\$72,333
Cowley	0	4	0	1	-	25%	-	\$410,000	0	11	2	4	-	36%	\$243,250	\$187,875
Crowsnest Pass	0	29	2	17	-	59%	\$391,000	\$433,324	1	13	0	1	0%	8%	-	\$669,000
Foremost	0	7	0	4	-	57%	-	\$147,500	0	8	0	4	-	50%	-	\$185,250
Fort Macleod	6	75	8	65	133%	87%	\$181,438	\$207,015	6	107	2	58	33%	54%	\$129,500	\$186,601
Glenwood	1	11	0	2	0%	18%	-	\$198,450	0	7	0	2	-	29%	-	\$264,500
Granum	0	11	1	8	-	73%	\$120,000	\$213,312	0	20	1	11	-	55%	\$72,500	\$151,645
Grassy Lake	0	6	0	5	-	83%	-	\$162,600	1	9	0	4	0%	44%	-	\$196,500
Hill Spring	0	10	0	3	-	30%	-	\$160,977	0	14	1	7	-	50%	\$205,000	\$211,786
Johnson's Addition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lomond	0	11	0	3	-	27%	-	\$156,667	3	11	0	3	0%	27%	-	\$91,333
Magrath	0	29	2	23	-	79%	\$85,750	\$235,133	1	46	2	21	200%	46%	\$253,750	\$288,976
Milk River	2	36	0	14	0%	39%	-	\$135,588	0	24	1	8	-	33%	\$125,000	\$111,325
Nobleford	4	47	2	35	50%	74%	\$291,000	\$286,376	4	37	1	29	25%	78%	\$190,000	\$284,114
Picture Butte	4	56	2	39	50%	70%	\$335,000	\$259,716	2	58	3	28	150%	48%	\$328,333	\$271,500
Pincher Creek	3	67	2	44	67%	66%	\$191,000	\$259,254	8	103	7	62	88%	60%	\$288,269	\$244,410
Pincher Station	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Raymond	4	85	7	68	175%	80%	\$272,500	\$266,728	6	78	2	39	33%	50%	\$483,500	\$249,438
Stavely	1	22	1	17	100%	77%	\$184,000	\$183,156	3	18	1	8	33%	44%	\$410,000	\$196,425
Stirling	0	9	0	12	-	133%	-	\$272,167	1	19	0	9	0%	47%	-	\$256,722
Taber	17	199	9	144	53%	72%	\$210,589	\$247,039	8	209	9	114	113%	55%	\$304,222	\$258,053
Vauxhall	1	28	4	26	400%	93%	\$171,565	\$166,337	2	28	0	16	0%	57%	-	\$145,438
Vulcan	0	48	5	32	-	67%	\$242,200	\$232,797	3	56	1	20	33%	36%	\$95,000	\$187,445
Warner	2	13	0	8	0%	62%	-	\$106,219	0	15	0	5	-	33%	-	\$87,600
Coalhurst	1	61	5	43	500%	70%	\$294,500	\$292,607	4	86	5	40	125%	47%	\$279,780	\$281,868
Barnwell	0	14	1	8	-	57%	\$345,000	\$371,688	2	19	1	11	50%	58%	\$420,000	\$329,509
Aetna	0	0	0	2	-	-	-	\$240,000	0	4	0	2	-	50%	-	\$265,000
Beaver Mines	0	2	0	2	-	100%	-	\$367,500	0	4	0	1	-	25%	-	\$266,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	1	0	0	-	0%	-	-	0	2	0	2	-	100%	-	\$260,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$64,000
Diamond City	1	6	0	3	0%	50%	-	\$743,333	2	7	1	2	50%	29%	\$182,105	\$281,052
Enchant	0	3	0	3	-	100%	-	\$317,333	1	10	0	5	0%	50%	-	\$198,130

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD	NOV	YTD
Etzikom	-	-	-	-	-	-	-	-	1	1	-	-	-	-	-	-
Hays	0	4	0	0	-	0%	-	-	0	2	0	3	-	150%	-	\$194,000
Iron Springs	0	0	0	0	-	-	-	-	0	4	0	3	-	75%	-	\$375,833
Lowland Heights	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lundbreck	0	18	1	6	-	33%	\$118,000	\$852,750	0	14	0	5	-	36%	-	\$143,100
Manyberries	0	4	0	2	-	50%	-	\$32,000	0	2	0	1	-	50%	-	\$21,000
Monarch	1	4	0	1	0%	25%	-	\$90,000	0	3	0	1	-	33%	-	\$222,500
Mountain View	0	3	1	4	-	133%	\$505,000	\$411,500	0	7	0	1	-	14%	-	\$170,000
New Dayton	0	1	0	1	-	100%	-	\$150,000	0	1	0	0	-	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	\$450,000	-	-	-	-	-	-	-	-
Shaughnessy	0	9	0	4	-	44%	-	\$80,625	0	7	0	2	-	29%	-	\$40,500
Spring Coulee	0	1	0	0	-	0%	-	-	0	2	0	2	-	100%	-	\$278,750
Turin	0	1	0	1	-	100%	-	\$438,000	0	2	0	1	-	50%	-	\$427,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	0	2	-	100%	-	\$946,000	1	3	0	1	0%	33%	-	\$700,000
Welling	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Wrentham	0	2	0	2	-	100%	-	\$260,625	0	1	0	1	-	100%	-	\$88,000
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	1	1	-	-	\$50,000	\$50,000
Moon River Estates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Orton	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$399,500
Parkland	0	1	0	1	-	100%	-	\$427,500	0	2	0	2	-	100%	-	\$229,500
Rural Cardson County	1	8	1	3	100%	38%	\$770,000	\$483,167	1	3	0	2	0%	67%	-	\$410,000
Rural Forty Mile County	0	9	0	4	-	44%	-	\$519,000	2	9	0	3	0%	33%	-	\$306,667
Rural Lethbridge County	2	32	4	21	200%	66%	\$616,250	\$589,043	0	40	1	15	-	38%	\$620,000	\$602,840
Rural Pincher Creek MD	0	19	1	10	-	53%	\$417,500	\$504,750	4	29	0	14	0%	48%	-	\$417,000
Rural Ranchland MD	-	-	-	-	-	-	-	\$1,050,000	-	-	-	-	-	-	-	-
Rural Taber MD	1	15	0	8	0%	53%	-	\$467,812	0	12	0	3	-	25%	-	\$394,167
Rural Vulcan County	3	54	0	31	0%	57%	-	\$306,274	2	68	2	23	100%	34%	\$121,500	\$288,964
Rural Warner County	0	7	1	3	-	43%	\$950,000	\$604,367	0	5	0	1	-	20%	-	\$289,000
Rural Willow Creek MD	1	46	3	36	300%	78%	\$339,000	\$436,076	4	61	3	22	75%	36%	\$601,667	\$479,386