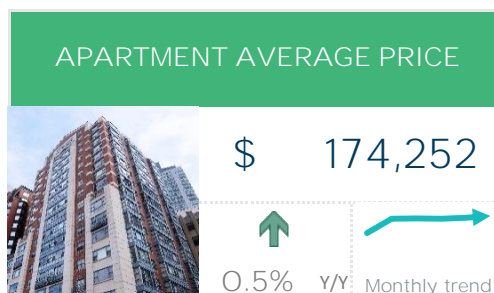
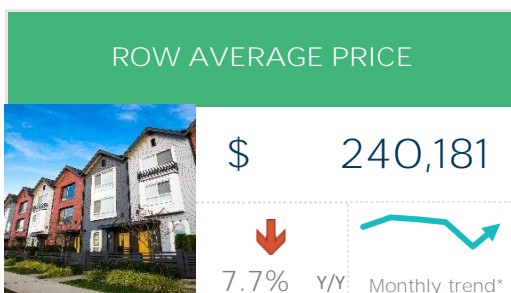
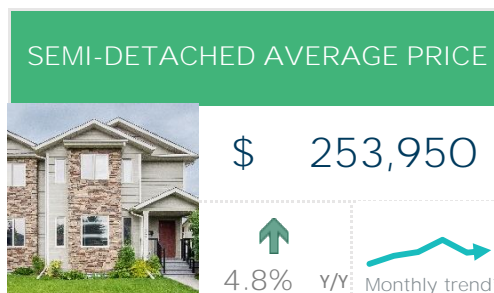
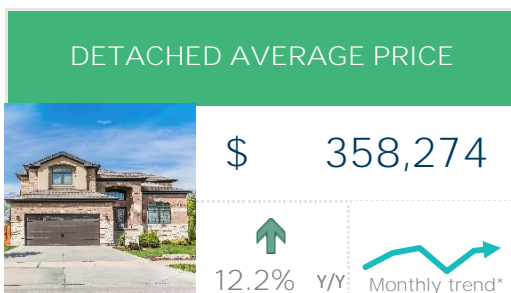
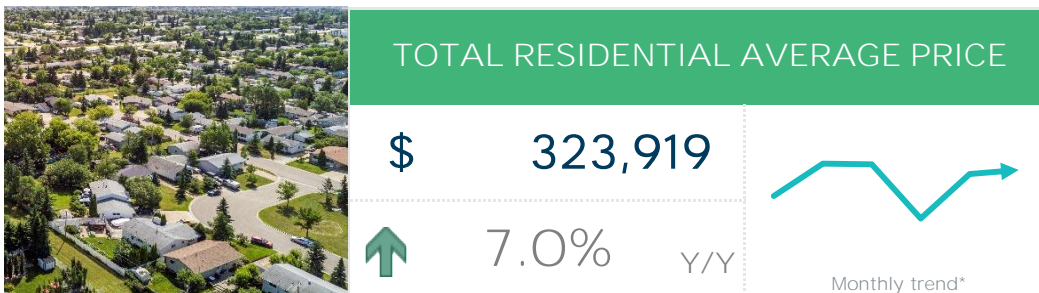


June 2021

## Market Trend Summary

Exceptionally strong sales in June helped push year-to-date sales to new record highs in the city. The boost in sales occurred across all product types and is likely continuing to be driven by the purchasers taking advantage of low lending rates. At the same time, the level of new listings that came onto the market in June was not enough to cause any significant shift in inventory levels. With only 589 units in inventory and 265 sales, the months of supply dropped to just over two months. Conditions were even tighter in the detached sector where the months of supply fell below two months.

Lethbridge has been experiencing seller's market conditions through the majority of this year. The persistently tight conditions and distribution changes have placed upward pressure on prices. After the first half of the year, the average residential prices reached \$319,764 over eight per cent higher than last year's levels. Meanwhile, the tighter conditions in the detached segment of the market have been fairly persistent since the last quarter of 2020. This has contributed to steeper price gains in the detached market relative to the other product types.



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

## June 2021

### June 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	198	26%	192	8%	359	-25%	103%	1.81	-40%	\$358,274	12%
Semi	14	0%	27	42%	46	-12%	52%	3.29	-12%	\$253,950	5%
Row	32	191%	32	33%	71	-17%	100%	2.22	-72%	\$240,181	-8%
Apartment	21	110%	37	106%	113	40%	57%	5.38	-34%	\$174,252	0%
<b>Total Residential</b>	<b>265</b>	<b>38%</b>	<b>288</b>	<b>21%</b>	<b>589</b>	<b>-15%</b>	<b>92%</b>	<b>2.22</b>	<b>-39%</b>	<b>\$323,919</b>	<b>7%</b>

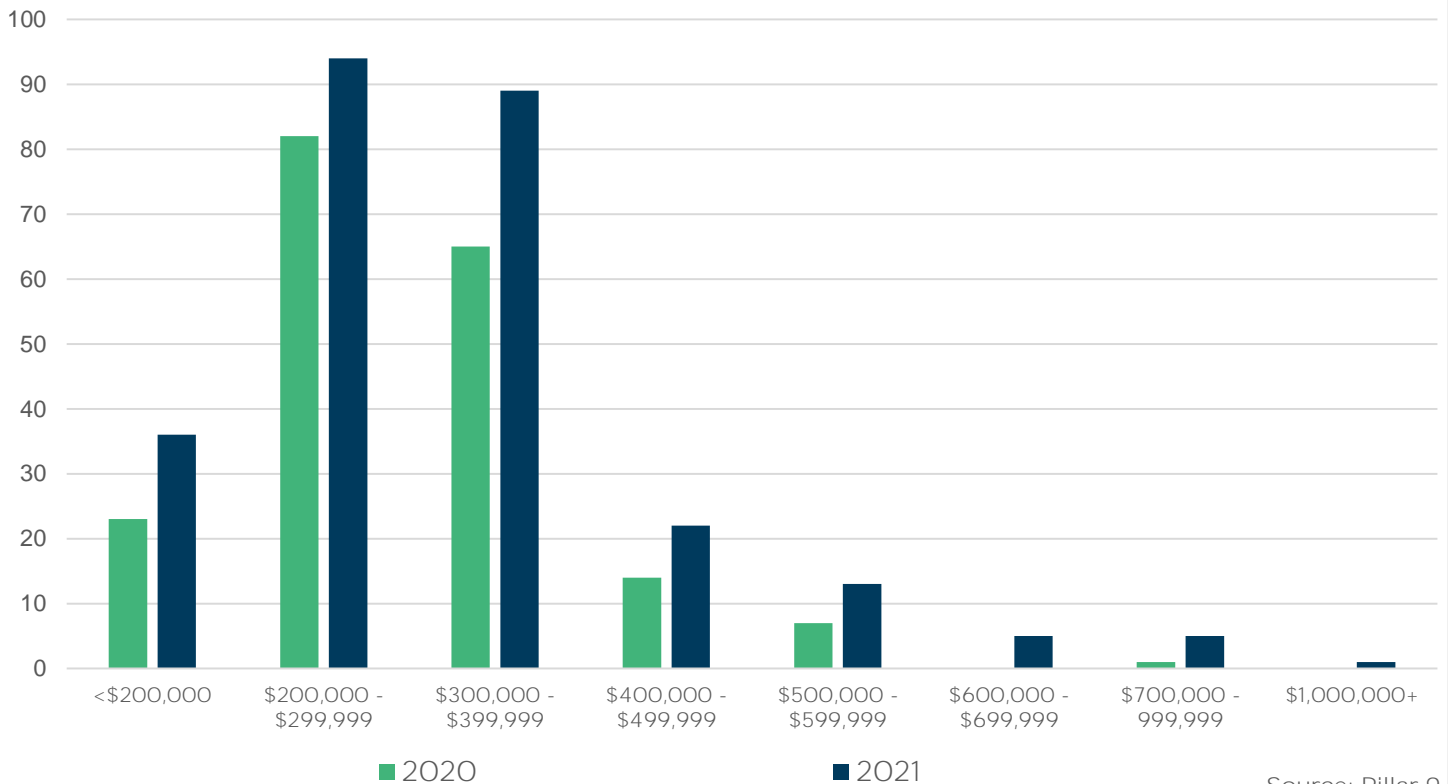
### Year-to-Date

#### June 2021

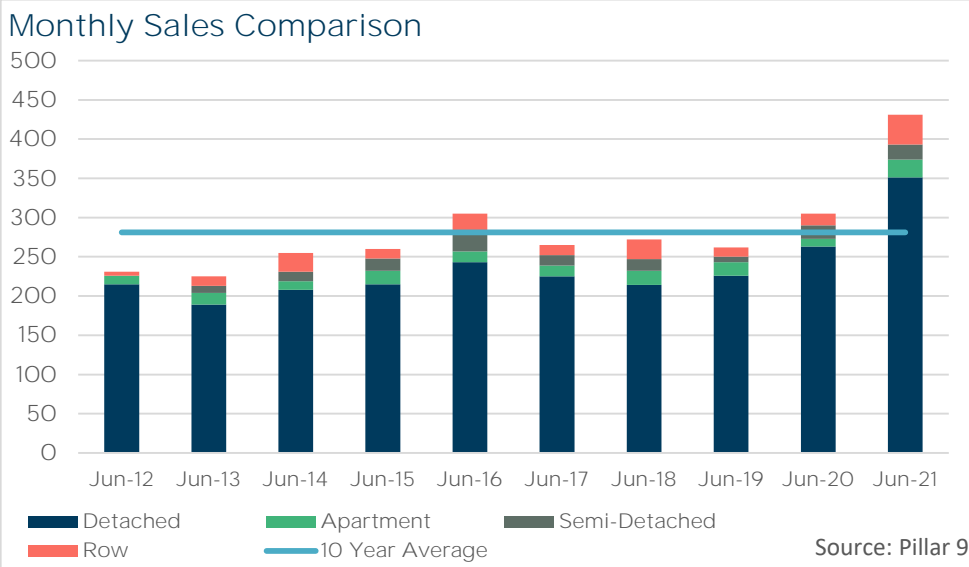
	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	966	65%	1168	24%	345	-32%	83%	2.14	-59%	\$347,130	13%
Semi	82	86%	107	30%	36	-21%	77%	2.62	-57%	\$250,239	1%
Row	121	128%	156	43%	73	-9%	78%	3.62	-60%	\$231,838	-8%
Apartment	68	113%	166	66%	95	31%	41%	8.38	-38%	\$171,310	-1%
<b>Total Residential</b>	<b>1237</b>	<b>73%</b>	<b>1597</b>	<b>29%</b>	<b>549</b>	<b>-22%</b>	<b>77%</b>	<b>2.66</b>	<b>-55%</b>	<b>\$319,764</b>	<b>9%</b>

### Residential Sales by Price Range

June



Source: Pillar 9



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

### SALES

**431**

↑ 41.3% Y/Y    ↑ 69.9% YTD

### NEW LISTINGS

**482**

↑ 23.3% Y/Y    ↑ 27.1% YTD

### INVENTORY

**965**

↓ 21.4% Y/Y    → Monthly trend\*

### MONTHS OF SUPPLY

**2.24**

↓ 21.4% Y/Y    → Monthly trend\*

### TOTAL RESIDENTIAL AVG PRICE

**\$ 318,763**

↑ 8.0% Y/Y    → Monthly trend\*

### DETACHED AVG PRICE

**\$ 341,123**

↑ 11.6% Y/Y    → Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 244,774**

↑ 1.4% Y/Y    → Monthly trend\*

### ROW AVG PRICE

**\$ 238,863**

↓ 6.4% Y/Y    → Monthly trend\*

### APARTMENT AVG PRICE

**\$ 170,661**

↓ 1.6% Y/Y    → Monthly trend\*

June 2021



June 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	351	33%	375	16%	727	-26%	94%	2.07	-26%	\$341,123	12%
Semi	19	12%	30	25%	60	-5%	63%	3.16	-5%	\$244,774	1%
Row	38	153%	38	52%	83	-12%	100%	2.18	-12%	\$238,863	-6%
Apartment	23	130%	39	95%	118	36%	59%	5.13	36%	\$170,661	-2%
<b>Total Residential</b>	<b>431</b>	<b>41%</b>	<b>482</b>	<b>23%</b>	<b>965</b>	<b>-21%</b>	<b>89%</b>	<b>2.24</b>	<b>-21%</b>	<b>\$318,763</b>	<b>8%</b>

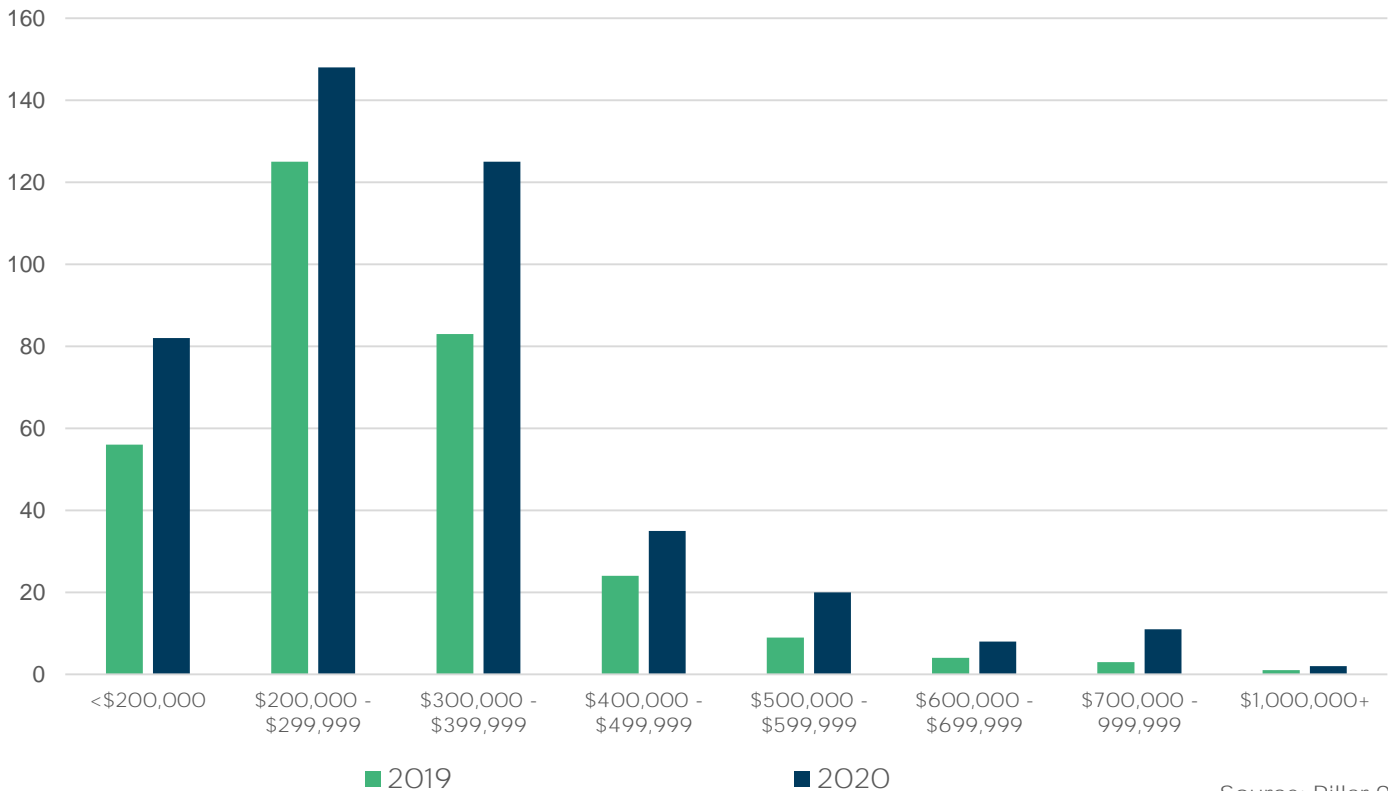
Year-to-Date

June 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	1662	65%	2059	23%	702	-31%	81%	2.53	-58%	\$329,976	13%
Semi	102	73%	136	32%	48	-17%	75%	2.81	-52%	\$248,238	1%
Row	133	102%	182	49%	83	-11%	73%	3.72	-56%	\$234,086	-8%
Apartment	81	138%	179	66%	99	29%	45%	7.35	-46%	\$165,931	-1%
<b>Total Residential</b>	<b>1978</b>	<b>70%</b>	<b>2556</b>	<b>27%</b>	<b>918</b>	<b>-26%</b>	<b>77%</b>	<b>2.79</b>	<b>-57%</b>	<b>\$312,596</b>	<b>10%</b>

## Residential Sales by Price Range

June



Source: Pillar 9

June 2021



June 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	265	38%	288	21%	589	-15%	92%	2.22	-15%	\$323,919	7%
Cardston County	14	56%	18	6%	45	-40%	78%	3.21	-40%	\$296,136	49%
Forty Mile County Nc	7	0%	12	71%	40	5%	58%	5.71	5%	\$247,571	-25%
Waterton ID	1	NA	0	NA	2	0%	NA	2.00	0%	\$1,950,000	NA
Lethbridge County	45	29%	64	28%	105	-19%	70%	2.33	-19%	\$339,733	6%
MD of Taber	37	48%	31	7%	82	-9%	119%	2.22	-9%	\$319,405	27%
Pincher Creek No 9	17	113%	20	150%	32	-35%	85%	1.88	-35%	\$249,706	13%
Willow Creek No 26	27	-4%	48	14%	92	-35%	56%	3.41	-35%	\$262,987	4%
Crowsnest Pass	21	31%	29	12%	56	-33%	72%	2.67	-33%	\$283,305	-8%
Vulcan County	17	183%	18	6%	37	-58%	94%	2.18	-58%	\$244,876	-13%
Warner County No 5	17	143%	20	33%	34	-46%	85%	2.00	-46%	\$235,229	-27%
<b>Total</b>	<b>431</b>	<b>41%</b>	<b>482</b>	<b>23%</b>	<b>965</b>	<b>-21%</b>	<b>89%</b>	<b>2.24</b>	<b>-21%</b>	<b>\$318,763</b>	<b>NA</b>

Year-to-Date

June 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	1237	73%	1597	29%	549	-22%	77%	2.66	-22%	\$319,764	9%
Cardston County	55	72%	76	7%	39	-45%	72%	4.25	-45%	\$295,952	22%
Forty Mile County Nc	21	40%	52	58%	37	-13%	40%	10.52	-13%	\$180,083	-40%
Waterton ID	1	NA	2	100%	2	38%	50%	11.00	38%	\$1,950,000	NA
Lethbridge County	233	61%	304	29%	85	-35%	77%	2.18	-35%	\$333,491	12%
MD of Taber	127	23%	158	24%	94	-12%	80%	4.46	-12%	\$292,265	16%
Pincher Creek No 9	68	106%	82	26%	34	-30%	83%	3.03	-30%	\$313,132	9%
Willow Creek No 26	168	65%	209	11%	81	-44%	80%	2.89	-44%	\$272,116	13%
Crowsnest Pass	109	148%	150	35%	51	-30%	73%	2.79	-30%	\$301,606	0%
Vulcan County	84	200%	94	6%	42	-47%	89%	3.02	-47%	\$254,239	16%
Warner County No 5	75	79%	85	2%	36	-41%	88%	2.88	-41%	\$245,401	12%
<b>Total</b>	<b>1978</b>	<b>70%</b>	<b>2556</b>	<b>27%</b>	<b>918</b>	<b>-26%</b>	<b>77%</b>	<b>2.79</b>	<b>-57%</b>	<b>\$312,596</b>	<b>10%</b>

June 2021



	2021		2020		2019		% Change	
	June	YTD	June	YTD	June	YTD	June	YTD
Total # of Listings	482	2,556	391	2,011	462	2,517	23%	27%
Total # of Sold	431	1,978	305	1,164	262	1,197	41%	70%
Total Sales Volume	\$137,386,955	\$618,313,931	\$90,030,963	\$330,588,380	\$71,635,738	\$333,198,779	53%	87%

Number of Units	2021		2020	
	June	YTD	June	YTD
Sold by Price Range				
<\$200,000	82	357	56	261
\$200,000 - \$299,999	148	666	125	452
\$300,000 - \$399,999	125	580	83	303
\$400,000 - \$499,999	35	210	24	86
\$500,000 - \$599,999	20	99	9	35
\$600,000 - \$699,999	8	41	4	15
\$700,000 - 999,999	11	20	3	11
\$1,000,000+	2	5	1	1

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$119,734,255	351	375	727
Other	\$17,652,700	80	107	238
Vacant Land	\$3,469,000	18	18	341
<b>Total</b>	<b>\$140,855,955</b>	<b>449</b>	<b>500</b>	<b>1,306</b>

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,500,000	1	1	33
Commercial	\$1,113,214	6	6	135
<b>Total</b>	<b>\$2,613,214</b>	<b>7</b>	<b>7</b>	<b>168</b>

<b>Grand Total</b>	<b>\$143,469,169</b>	<b>456</b>	<b>507</b>	<b>1,474</b>
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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	
	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD
Lethbridge	288	1597	265	1237	92%	77%	\$323,919	\$319,764	238	1234	192	714	81%	58%	\$302,651	\$294,285
Barons	0	5	1	4	-	80%	\$83,505	\$99,876	1	3	0	4	0%	133%	-	\$113,450
Bellevue	8	22	1	13	13%	59%	\$192,000	\$269,492	0	10	3	5	-	50%	\$170,667	\$216,900
Blairmore	6	38	6	30	100%	79%	\$307,567	\$284,680	2	18	7	16	350%	89%	\$329,026	\$329,439
Burdett	2	9	0	2	0%	22%	-	\$137,000	1	2	0	1	0%	50%	-	\$220,000
Cardston	10	34	7	27	70%	79%	\$241,771	\$288,341	6	32	5	17	83%	53%	\$210,400	\$238,159
Carmangay	2	7	1	8	50%	114%	\$155,000	\$126,012	1	8	0	1	0%	13%	-	\$162,500
Champion	2	9	3	7	150%	78%	\$132,333	\$102,886	1	8	0	3	0%	38%	-	\$88,333
Claresholm	16	71	11	69	69%	97%	\$263,559	\$224,227	11	61	7	28	64%	46%	\$197,857	\$183,700
Coaldale	25	136	21	119	84%	88%	\$312,881	\$336,833	21	109	22	77	105%	71%	\$328,090	\$306,469
Coleman	12	72	12	50	100%	69%	\$257,667	\$271,694	3	24	5	15	167%	63%	\$319,800	\$338,761
Coutts	1	3	0	4	0%	133%	-	\$79,500	0	3	0	1	-	33%	-	\$62,000
Cowley	0	5	1	4	-	80%	\$135,000	\$143,325	0	4	0	1	-	25%	-	\$410,000
Crowsnest	0	4	0	3	-	75%	-	\$434,958	17	28	1	2	6%	7%	\$494,000	\$379,000
Foremost	1	3	1	4	100%	133%	\$57,000	\$90,500	3	5	1	2	33%	40%	\$210,000	\$147,500
Fort Macleod	10	39	4	26	40%	67%	\$262,375	\$261,881	7	35	8	35	114%	100%	\$231,813	\$194,263
Glenwood	0	4	1	5	-	125%	\$207,000	\$255,050	1	6	0	0	0%	0%	-	-
Granum	6	17	2	6	33%	35%	\$154,750	\$187,833	3	6	0	3	0%	50%	-	\$254,833
Grassy Lake	2	6	1	4	50%	67%	\$308,500	\$244,125	1	4	0	3	0%	75%	-	\$149,333
Hill Spring	2	12	1	7	50%	58%	\$118,500	\$227,143	3	7	1	2	33%	29%	\$212,932	\$153,966
Lomond	0	2	0	4	-	200%	-	\$208,225	1	8	0	2	0%	25%	-	\$92,500
Magrath	5	18	5	10	100%	56%	\$425,600	\$311,490	5	16	3	10	60%	63%	\$174,667	\$239,000
Milk River	6	20	5	21	83%	105%	\$88,600	\$133,138	5	18	1	3	20%	17%	\$75,800	\$109,683
Nobleford	5	24	3	18	60%	75%	\$282,667	\$255,994	5	26	5	14	100%	54%	\$338,300	\$293,143
Picture Butte	8	34	4	23	50%	68%	\$310,375	\$245,141	9	38	2	22	22%	58%	\$226,500	\$226,450
Pincher Creek	14	52	15	49	107%	94%	\$240,000	\$279,140	4	38	6	25	150%	66%	\$223,433	\$273,591
Raymond	9	44	7	35	78%	80%	\$260,000	\$293,036	7	39	4	22	57%	56%	\$379,250	\$257,061
Stavelly	1	11	1	9	100%	82%	\$375,000	\$316,667	3	13	1	6	33%	46%	\$245,000	\$196,192
Stirling	1	7	0	4	0%	57%	-	\$311,500	2	8	2	7	100%	88%	\$332,750	\$243,786
Taber	21	115	26	93	124%	81%	\$293,881	\$273,259	24	100	22	81	92%	81%	\$221,473	\$244,980
Vauxhall	3	13	3	8	100%	62%	\$292,833	\$220,750	1	8	0	7	0%	88%	-	\$124,571
Vulcan	6	50	7	41	117%	82%	\$280,714	\$264,256	3	29	3	12	100%	41%	\$348,983	\$259,488
Warner	2	7	2	7	100%	100%	\$152,950	\$184,129	1	8	0	5	0%	63%	-	\$77,550
Coalhurst	17	60	9	39	53%	65%	\$242,833	\$337,117	4	32	5	19	125%	59%	\$180,400	\$248,147
Barnwell	4	11	4	11	100%	100%	\$424,775	\$347,827	2	6	1	5	50%	83%	\$360,000	\$364,200
Aetna	0	1	0	2	-	200%	-	\$299,500	0	0	0	1	-	-	-	\$300,000
Beaver Mines	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$345,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	1	2	0	0	0%	0%	-	-	1	1	0	0	0%	0%	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	2	5	1	2	50%	40%	\$960,000	\$843,500	1	2	1	1	100%	50%	\$1,000,000	\$1,000,000

# 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
Enchant	0	0	0	1	-	-	-	\$155,000	0	3	0	2	-	67%	-	\$311,000
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Frank	1	4	0	3	0%	75%	-	\$485,500	0	1	0	1	-	100%	-	\$84,500
Hays	0	3	1	3	-	100%	\$195,000	\$326,667	0	0	0	0	-	-	-	-
Hillcrest	2	6	1	4	50%	67%	\$270,000	\$377,250	0	5	0	5	-	100%	-	\$201,880
Iron Springs	0	1	0	1	-	100%	-	\$418,000	0	0	0	0	-	-	-	-
Lundbreck	1	6	0	3	0%	50%	-	\$216,267	0	10	1	4	-	40%	\$50,000	\$228,375
Manyberries	0	1	0	0	-	0%	-	-	1	3	0	0	0%	0%	-	-
Monarch	1	2	1	2	100%	100%	\$222,000	\$195,000	0	2	0	1	-	50%	-	\$90,000
Mountain View	0	2	0	0	-	0%	-	-	1	2	0	2	0%	100%	-	\$363,000
New Dayton	1	1	1	1	100%	100%	\$80,000	\$80,000	0	1	0	1	-	100%	-	\$150,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	1	6	1	6	100%	100%	\$232,000	\$198,833	1	6	0	1	0%	17%	-	\$51,000
Spring Coulee	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Turin	0	1	0	1	-	100%	-	\$165,000	1	1	0	0	0%	0%	-	-
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	1	1	-	50%	\$1,950,000	\$1,950,000	0	1	0	0	-	0%	-	-
Welling	0	2	0	1	-	50%	-	\$695,000	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	0	2	0	1	-	50%	-	\$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	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Orton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	3	0	2	0%	67%	-	\$471,500	1	4	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	4	1	6	-	150%	\$550,000	\$496,033	4	25	0	0	0%	0%	-	-
Rural Forty Mile County	2	5	1	1	50%	20%	\$415,000	\$415,000	0	5	3	4	-	80%	\$502,000	\$519,000
Rural Lethbridge County	3	24	4	15	133%	63%	\$736,250	\$588,733	7	17	0	6	0%	35%	-	\$671,167
Rural Pincher Creek MD	5	17	1	12	20%	71%	\$510,000	\$532,750	4	12	1	2	25%	17%	\$380,000	\$490,500
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	1	10	2	7	200%	70%	\$548,000	\$571,571	0	5	2	4	-	80%	\$530,750	\$477,875
Rural Vulcan County	6	19	6	19	100%	100%	\$274,317	\$367,811	10	32	3	8	30%	25%	\$211,000	\$242,750
Rural Warner County	0	3	2	3	-	100%	\$675,000	\$806,667	0	4	0	2	-	50%	-	\$431,550
Rural Willow Creek MD	1	18	2	11	200%	61%	\$279,500	\$533,145	8	32	4	15	50%	47%	\$371,000	\$452,217