

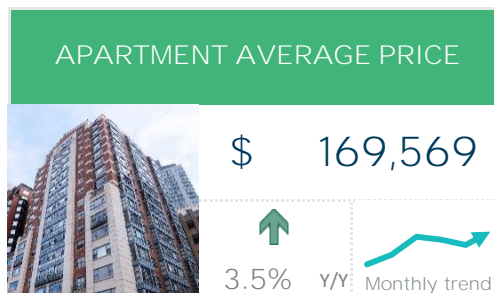
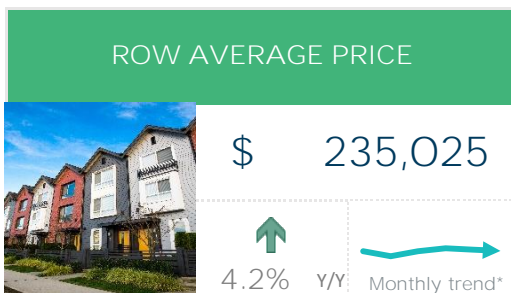
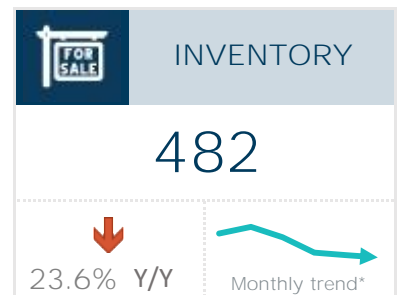
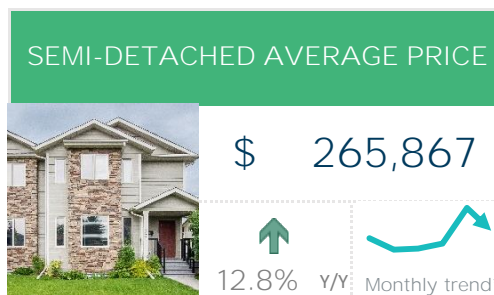
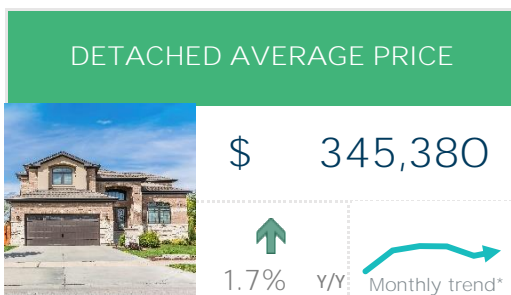
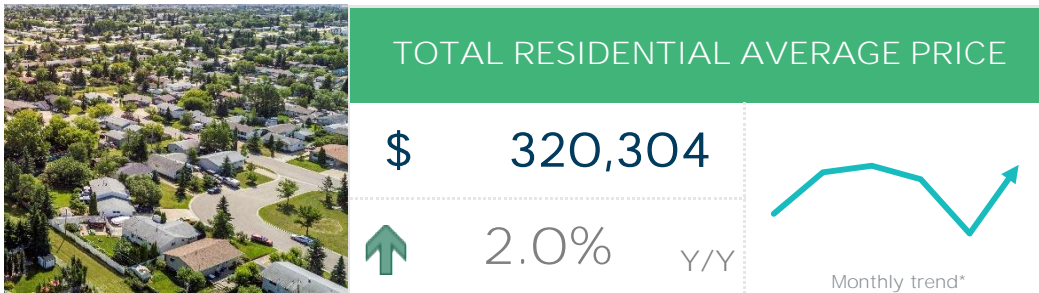
September 2021

## Market Trend Summary

The pace of sales growth eased this month in the city. However, this is likely a reflection of supply not being able to keep pace rather than an adjustment in demand. A drop in new listings caused the sales to new listings ratio to once again push above 90 per cent, and inventories fell to 482 units, the lowest September recorded since 2007.

Demand for homes has been exceptionally strong this year as year-to-date sales have reached 1,857 units, a record high for the city and over 50 per cent higher than the 10-year average. As supply levels have struggled to keep pace, the months of supply continue to remain below three months favouring sellers in the market.

Tight market conditions continue to weigh on prices, especially in the detached sector of the market. Year-to-date, the average detached prices have increased by over eight per cent. Price gains likely also vary by price range, as lower-priced detached homes have seen the tightest conditions in the market.



## September 2021

### September 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	145	3%	169	1%	334	-25%	86%	2.30	-28%	\$345,380	2%
Semi	12	20%	12	50%	34	21%	100%	2.83	1%	\$265,867	13%
Row	12	-20%	12	-29%	37	-58%	100%	3.08	-47%	\$235,025	4%
Apartment	13	30%	10	-52%	77	15%	130%	5.92	-12%	\$169,569	3%
<b>Total Residential</b>	<b>182</b>	<b>3%</b>	<b>203</b>	<b>-5%</b>	<b>482</b>	<b>-24%</b>	<b>90%</b>	<b>2.65</b>	<b>-26%</b>	<b>\$320,304</b>	<b>2%</b>

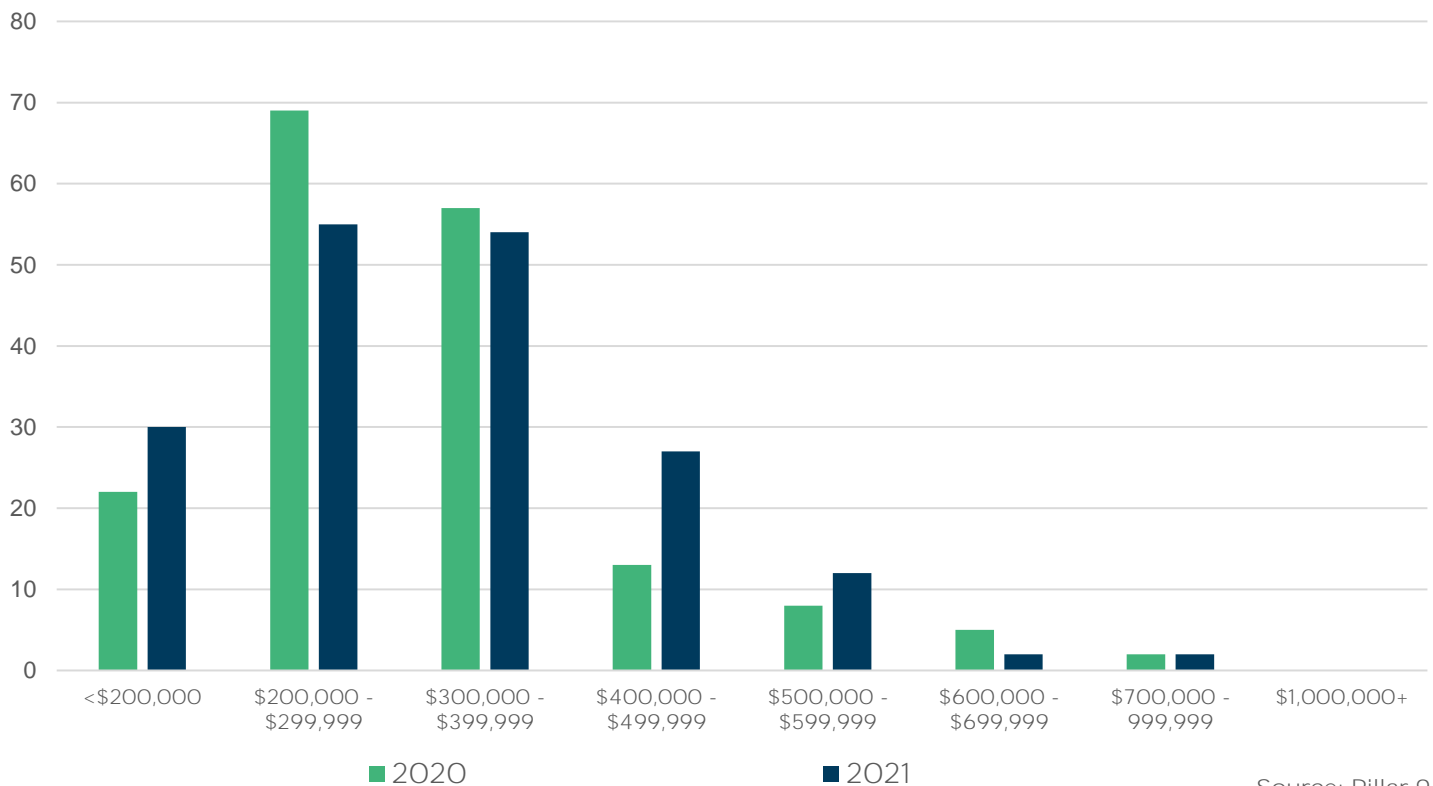
### Year-to-Date

### September 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	1409	40%	1686	15%	342	-31%	84%	2.18	-51%	\$348,736	8%
Semi	121	38%	147	27%	35	-16%	82%	2.64	-39%	\$255,974	5%
Row	195	101%	207	17%	63	-25%	94%	2.90	-63%	\$232,839	0%
Apartment	132	94%	233	53%	92	30%	57%	6.30	-33%	\$172,861	1%
<b>Total Residential</b>	<b>1857</b>	<b>48%</b>	<b>2273</b>	<b>19%</b>	<b>532</b>	<b>-23%</b>	<b>82%</b>	<b>2.58</b>	<b>-48%</b>	<b>\$318,020</b>	<b>5%</b>

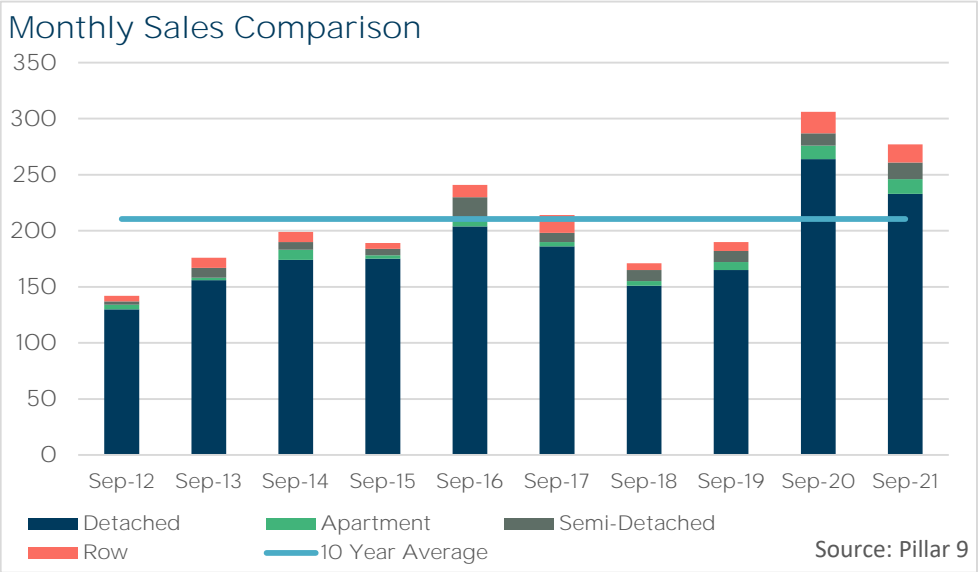
### Residential Sales by Price Range

September



Source: Pillar 9

## September 2021



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

### SALES

**277**

9.5% Y/Y    41.6% YTD

### NEW LISTINGS

**338**

7.9% Y/Y    14.9% YTD

### INVENTORY

**851**

26.3% Y/Y    Monthly trend\*

### MONTHS OF SUPPLY

**3.07**

26.3% Y/Y    Monthly trend\*

### TOTAL RESIDENTIAL AVG PRICE

**\$ 317,375**

3.5% Y/Y    Monthly trend\*

### DETACHED AVG PRICE

**\$ 335,800**

4.7% Y/Y    Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 252,993**

8.0% Y/Y    Monthly trend\*

### ROW AVG PRICE

**\$ 229,519**

5.0% Y/Y    Monthly trend\*

### APARTMENT AVG PRICE

**\$ 169,569**

4.8% Y/Y    Monthly trend\*

September 2021

September 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	233	-12%	291	-6%	681	-28%	80%	2.92	-28%	\$335,800	5%
Semi	15	36%	17	31%	47	38%	88%	3.13	38%	\$252,993	8%
Row	16	-16%	20	-5%	49	-50%	80%	3.06	-50%	\$229,519	-5%
Apartment	13	8%	10	-57%	82	15%	130%	6.31	15%	\$169,569	5%
<b>Total Residential</b>	<b>277</b>	<b>-9%</b>	<b>338</b>	<b>-8%</b>	<b>851</b>	<b>-26%</b>	<b>82%</b>	<b>3.07</b>	<b>-26%</b>	<b>\$317,375</b>	<b>4%</b>

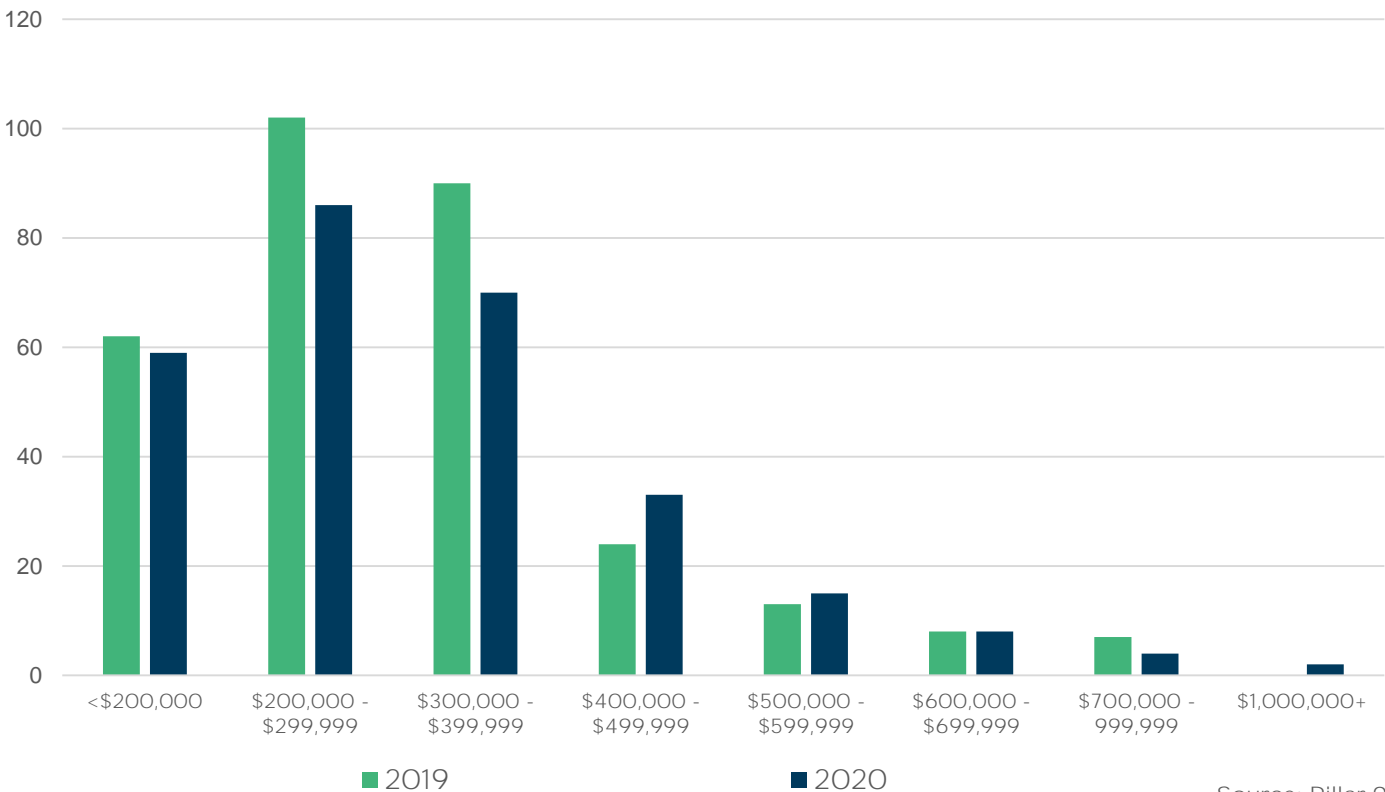
Year-to-Date

September 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	2401	37%	2967	11%	698	-30%	81%	2.62	-49%	\$332,472	10%
Semi	153	34%	190	30%	48	-10%	81%	2.80	-33%	\$257,832	6%
Row	214	83%	248	23%	73	-24%	86%	3.08	-58%	\$233,076	-3%
Apartment	146	95%	248	49%	97	29%	59%	5.99	-34%	\$169,788	2%
<b>Total Residential</b>	<b>2914</b>	<b>42%</b>	<b>3653</b>	<b>15%</b>	<b>905</b>	<b>-26%</b>	<b>80%</b>	<b>2.80</b>	<b>-48%</b>	<b>\$313,103</b>	<b>7%</b>

## Residential Sales by Price Range

September



Source: Pillar 9

## September 2021

### September 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	182	3%	203	-5%	482	-24%	90%	2.65	-24%	\$320,304	2%
Cardston County	5	-58%	10	-17%	40	-29%	50%	8.00	-29%	\$264,000	5%
Forty Mile County No 9	1	-50%	5	67%	33	-13%	20%	33.00	-13%	\$704,000	208%
Waterton ID	0	NA	0	-100%	2	0%	NA	NA	0%	NA	NA
Lethbridge County	21	-46%	38	-17%	79	-38%	55%	3.76	-38%	\$361,586	5%
MD of Taber	21	11%	29	-29%	92	-17%	72%	4.38	-17%	\$252,700	-6%
Pincher Creek No 9	10	233%	16	60%	38	-21%	63%	3.80	-21%	\$478,490	-8%
Willow Creek No 26	19	-42%	31	-14%	86	-39%	61%	4.53	-39%	\$246,141	-10%
Crowsnest Pass	20	-20%	15	-21%	44	-33%	133%	2.20	-33%	\$300,820	2%
Vulcan County	11	-35%	6	-63%	41	-46%	183%	3.73	-46%	\$297,591	26%
Warner County No 5	12	-54%	16	33%	34	-38%	75%	2.83	-38%	\$275,825	8%
<b>Total</b>	<b>277</b>	<b>-9%</b>	<b>338</b>	<b>-8%</b>	<b>851</b>	<b>-26%</b>	<b>82%</b>	<b>3.07</b>	<b>-26%</b>	<b>\$317,375</b>	<b>NA</b>

### Year-to-Date

### September 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	1857	48%	2273	19%	532	-23%	82%	2.58	-23%	\$318,020	5%
Cardston County	78	16%	106	-5%	40	-42%	74%	4.56	-42%	\$291,587	18%
Forty Mile County No 9	31	35%	63	21%	36	-14%	49%	10.32	-14%	\$213,637	-19%
Waterton ID	1	0%	3	50%	2	33%	33%	16.00	33%	\$1,950,000	70%
Lethbridge County	338	37%	415	11%	84	-36%	81%	2.23	-36%	\$342,063	10%
MD of Taber	187	14%	252	8%	95	-11%	74%	4.56	-11%	\$286,550	13%
Pincher Creek No 9	101	91%	127	26%	34	-30%	80%	3.03	-30%	\$334,642	-11%
Willow Creek No 26	226	11%	300	-7%	84	-41%	75%	3.36	-41%	\$278,755	9%
Crowsnest Pass	157	54%	206	22%	50	-32%	76%	2.88	-32%	\$303,860	7%
Vulcan County	113	61%	134	-3%	43	-47%	84%	3.44	-47%	\$262,675	3%
Warner County No 5	107	15%	135	-4%	37	-41%	79%	3.08	-41%	\$251,847	7%
<b>Total</b>	<b>2914</b>	<b>42%</b>	<b>3653</b>	<b>15%</b>	<b>905</b>	<b>-26%</b>	<b>80%</b>	<b>2.80</b>	<b>-48%</b>	<b>\$313,103</b>	<b>7%</b>

September 2021

	2021		2020		2019		% Change	
	September	YTD	September	YTD	September	YTD	September	YTD
Total # of Listings	338	3,653	367	3,180	325	3,629	-8%	15%
Total # of Sold	277	2,914	306	2,058	190	1,887	-9%	42%
Total Sales Volume	\$87,912,950	\$912,381,843	\$93,815,099	\$600,307,551	\$49,619,044	\$521,950,885	-6%	52%

Number of Units	2021		2020	
	September	YTD	September	YTD
Sold by Price Range				
<\$200,000	59	551	62	449
\$200,000 - \$299,999	86	971	102	760
\$300,000 - \$399,999	70	828	90	543
\$400,000 - \$499,999	33	313	24	175
\$500,000 - \$599,999	15	137	13	71
\$600,000 - \$699,999	8	64	8	31
\$700,000 - 999,999	4	39	7	26
\$1,000,000+	2	11	0	3

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$78,241,350	233	291	681
Other	\$9,671,600	44	47	170
Vacant Land	\$2,462,875	10	10	264
Total	\$90,375,825	287	348	1,115

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,025,000	2	2	17
Commercial	\$1,028,335	6	6	151
Total	\$2,053,335	8	8	168

<b>Grand Total</b>	<b>\$92,429,160</b>	<b>295</b>	<b>356</b>	<b>1,283</b>
--------------------	---------------------	------------	------------	--------------

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2021								2020							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD
Lethbridge	203	2273	182	1857	90%	82%	\$320,304	\$318,020	214	1914	176	1258	82%	66%	\$314,063	\$301,683
Barons	1	8	0	5	0%	63%	-	\$134,101	2	8	0	7	0%	88%	-	\$116,900
Bellevue	2	30	6	24	300%	80%	\$335,000	\$291,392	7	17	2	9	29%	53%	\$169,500	\$208,167
Blairmore	4	52	4	41	100%	79%	\$259,000	\$280,120	4	24	0	18	0%	75%	-	\$311,224
Burdett	0	10	1	5	-	50%	\$704,000	\$287,600	0	6	0	1	-	17%	-	\$220,000
Cardston	8	56	2	39	25%	70%	\$250,000	\$274,992	5	49	6	38	120%	78%	\$186,833	\$238,696
Carmangay	0	8	0	10	-	125%	-	\$121,810	0	13	0	3	-	23%	-	\$177,167
Champion	0	13	1	10	-	77%	\$105,000	\$112,020	1	10	1	5	100%	50%	\$130,000	\$171,800
Claresholm	9	100	7	83	78%	83%	\$261,857	\$231,775	17	109	9	66	53%	61%	\$230,556	\$218,236
Coaldale	18	188	12	168	67%	89%	\$311,708	\$333,224	19	177	20	124	105%	70%	\$343,584	\$316,128
Coleman	8	102	10	70	125%	69%	\$297,040	\$278,816	7	40	4	25	57%	63%	\$233,625	\$305,953
Coutts	1	5	1	5	100%	100%	\$49,000	\$73,400	0	5	1	3	-	60%	\$345,500	\$143,333
Cowley	1	7	0	5	0%	71%	-	\$150,460	0	4	0	1	-	25%	-	\$410,000
Crowsnest	0	5	0	4	-	80%	-	\$361,719	0	51	9	32	-	63%	\$241,578	\$258,327
Foremost	2	5	0	4	0%	80%	-	\$90,500	0	5	0	4	-	80%	-	\$147,500
Fort Macleod	9	60	4	38	44%	63%	\$193,625	\$250,353	5	62	5	49	100%	79%	\$189,800	\$194,984
Glenwood	1	5	0	6	0%	120%	-	\$345,708	2	10	0	1	0%	10%	-	\$142,000
Granum	2	22	2	13	100%	59%	\$186,500	\$166,885	1	11	2	6	200%	55%	\$182,500	\$218,083
Grassy Lake	2	10	1	5	50%	50%	\$349,000	\$265,100	0	5	1	5	-	100%	\$305,000	\$162,600
Hill Spring	0	14	1	11	-	79%	\$295,000	\$272,445	2	10	0	3	0%	30%	-	\$160,977
Lomond	0	2	0	4	-	200%	-	\$208,225	1	10	1	3	100%	30%	\$285,000	\$156,667
Magrath	0	20	2	16	-	80%	\$262,500	\$277,244	1	28	5	20	500%	71%	\$273,814	\$254,328
Milk River	4	29	1	26	25%	90%	\$159,000	\$129,727	1	32	5	11	500%	34%	\$174,900	\$153,566
Nobleford	2	30	2	25	100%	83%	\$229,400	\$254,068	5	41	6	29	120%	71%	\$285,025	\$290,522
Picture Butte	4	45	1	34	25%	76%	\$150,000	\$293,007	5	48	3	30	60%	63%	\$388,333	\$253,247
Pincher Creek	5	75	6	71	120%	95%	\$258,667	\$274,787	5	59	1	37	20%	63%	\$225,000	\$262,534
Raymond	7	69	9	56	129%	81%	\$273,544	\$296,703	10	73	17	54	170%	74%	\$272,285	\$263,171
Stavely	0	12	1	10	-	83%	\$157,000	\$300,700	4	21	3	13	75%	62%	\$139,833	\$184,896
Stirling	2	16	0	6	0%	38%	-	\$298,083	0	9	2	12	-	133%	\$356,250	\$272,167
Taber	19	185	17	139	89%	75%	\$243,335	\$272,247	26	171	10	122	38%	71%	\$265,750	\$248,674
Vauxhall	3	23	1	15	33%	65%	\$260,000	\$197,067	7	25	3	19	43%	76%	\$117,000	\$173,737
Vulcan	4	68	7	56	175%	82%	\$209,071	\$250,509	6	44	9	24	150%	55%	\$214,517	\$239,521
Warner	1	10	0	8	0%	80%	-	\$172,362	1	11	1	8	100%	73%	\$107,500	\$106,219
Coalhurst	6	80	3	61	50%	76%	\$476,667	\$343,695	10	56	7	33	70%	59%	\$298,929	\$289,824
Barnwell	2	17	1	15	50%	88%	\$336,000	\$361,673	2	13	1	6	50%	46%	\$332,500	\$358,917
Aetna	0	2	0	2	-	100%	-	\$299,500	0	0	0	2	-	-	-	\$240,000
Beaver Mines	1	2	0	0	0%	0%	-	-	1	2	1	2	100%	100%	\$390,000	\$367,500
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	3	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	1	7	0	3	0%	43%	-	\$727,333	0	5	0	2	-	40%	-	\$700,000

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD
Enchant	1	2	1	2	100%	100%	\$225,000	\$190,000	0	3	1	3	-	100%	\$330,000	\$317,333
Etzikom	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Frank	0	5	0	5	-	100%	-	\$504,300	1	2	0	1	0%	50%	-	\$84,500
Hays	0	3	0	3	-	100%	-	\$326,667	1	4	0	0	0%	0%	-	-
Hillcrest	1	8	0	7	0%	88%	-	\$395,143	0	6	1	7	-	117%	\$295,000	\$204,343
Iron Springs	0	2	0	2	-	100%	-	\$356,500	0	0	0	0	-	-	-	-
Lundbreck	2	11	1	6	50%	55%	\$353,000	\$221,300	3	17	0	5	0%	29%	-	\$999,700
Manyberries	0	2	0	1	-	50%	-	\$39,000	0	4	0	2	-	50%	-	\$32,000
Monarch	1	3	0	2	0%	67%	-	\$195,000	0	2	0	1	-	50%	-	\$90,000
Mountain View	0	2	0	0	-	0%	-	-	1	3	0	2	0%	67%	-	\$363,000
New Dayton	0	1	0	1	-	100%	-	\$80,000	0	1	0	1	-	100%	-	\$150,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	2	11	1	10	50%	91%	\$114,000	\$194,600	1	8	0	4	0%	50%	-	\$80,625
Spring Coulee	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Turin	0	1	0	1	-	100%	-	\$165,000	0	1	0	1	-	100%	-	\$438,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	3	0	1	-	33%	-	\$1,950,000	1	2	0	1	0%	50%	-	\$1,150,000
Welling	0	2	0	1	-	50%	-	\$695,000	0	1	0	0	-	0%	-	-
Wrentham	1	1	0	0	0%	0%	-	-	0	2	0	2	-	100%	-	\$260,625
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	-	-	-	-	-	-	-	-	1	1	-	-	-	-	-	-
Orton	0	1	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
Parkland	0	1	0	0	-	0%	-	-	0	1	1	1	-	100%	\$427,500	\$427,500
Rural Cardson County	1	5	0	2	0%	40%	-	\$471,500	1	7	1	1	100%	14%	\$518,000	\$518,000
Rural Crowsnest Pass	0	4	0	6	-	150%	-	\$496,033	0	29	9	10	-	34%	\$401,889	\$411,200
Rural Forty Mile County	0	5	0	2	-	40%	-	\$452,500	0	9	0	4	-	44%	-	\$519,000
Rural Lethbridge County	3	33	2	23	67%	70%	\$850,000	\$646,000	4	27	2	13	50%	48%	\$686,250	\$633,415
Rural Pincher Creek MD	7	31	3	19	43%	61%	\$959,967	\$642,574	0	18	1	8	-	44%	\$949,000	\$512,500
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,050,000
Rural Taber MD	2	12	0	8	0%	67%	-	\$584,500	5	12	3	8	60%	67%	\$385,333	\$467,812
Rural Vulcan County	2	33	3	27	150%	82%	\$568,333	\$419,089	6	50	3	28	50%	56%	\$305,667	\$316,714
Rural Warner County	0	4	1	5	-	125%	\$640,000	\$669,000	0	7	0	2	-	29%	-	\$431,550
Rural Willow Creek MD	3	26	1	18	33%	69%	\$490,000	\$584,839	3	45	6	31	200%	69%	\$477,333	\$452,315