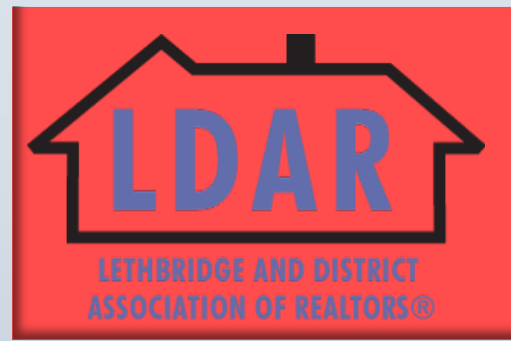


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Established 1956

Membership of 347 licensees

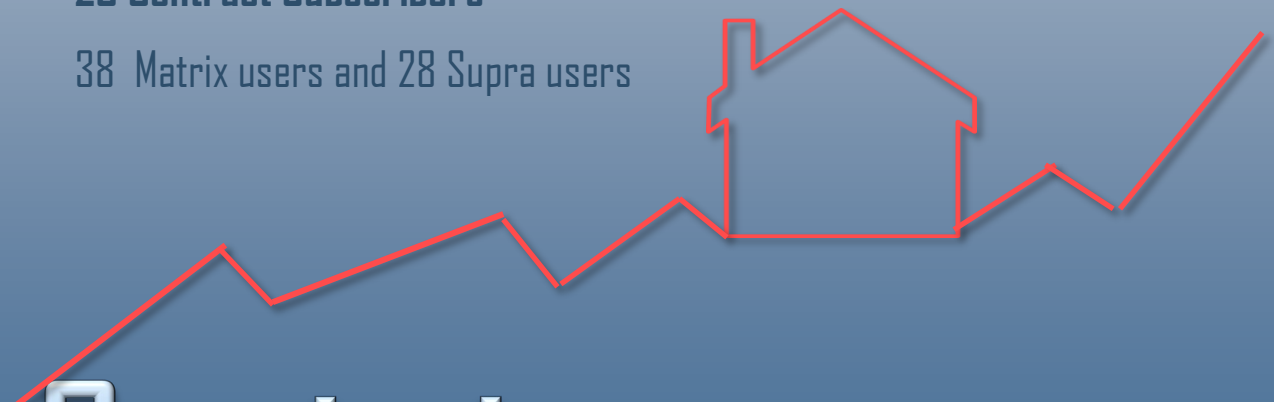
271 from Lethbridge and 76 from Rural

53 Offices

27 City and 26 Rural

28 Contract Subscribers

38 Matrix users and 28 Supra users



Statistics

October 31, 2020

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



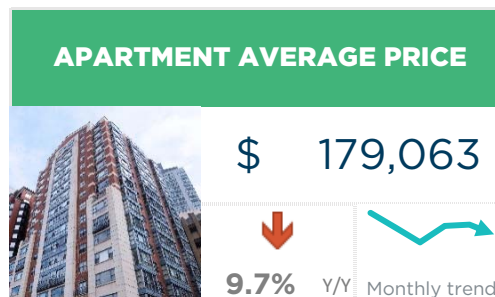
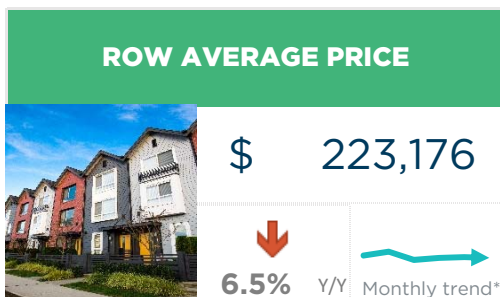
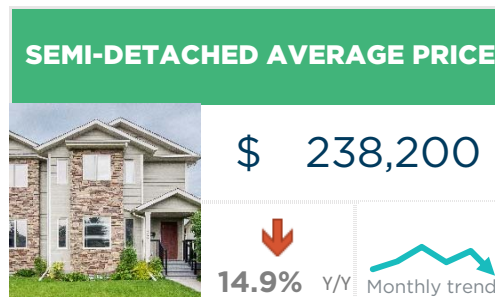
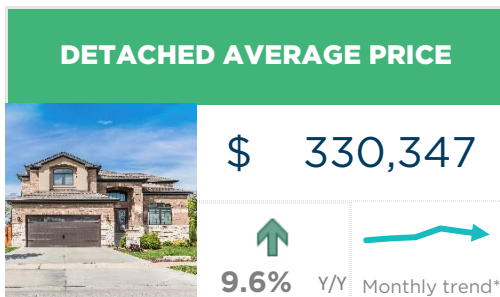
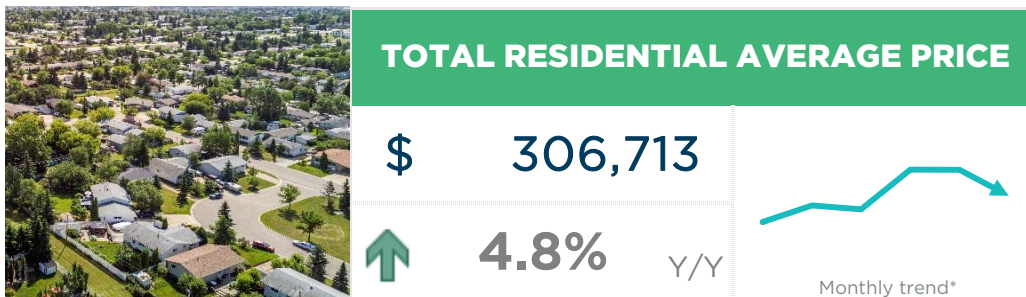
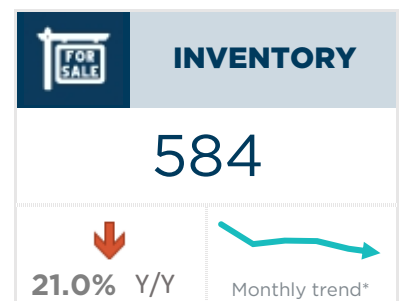
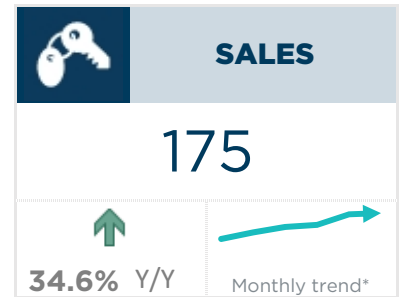
October 2020

Market Trend Summary

For the fifth month in a row, year-over-year sales in October improved over the previous year. This has contributed to the year-to-date gain of nearly seven per cent. The improvements in sales outpaced the new listings coming onto the market causing inventories to fall to 584 units, the lowest in October since 2015.

Improving sales and easing supply caused the months of supply to fall to just over three months and the sales to new listings ratio rise to 86 per cent this month. These measures reflect a market tightness that has not been seen in over a decade. The tighter conditions are placing upward pressure on prices. Year-to-date both the median and average prices are around three per cent higher than the previous year.

However, like other centres, activity does vary depending on price range and product type. Sales for apartment condominium products have declined this year and the months of supply have remained elevated when compared to the other product types. Meanwhile, there have also been elevated levels of supply relative to sales in the upper price ranges of the residential market. This is likely causing prices to ease in the higher price ranges despite price gains for lower-priced homes.



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

October 2020

October 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	139	30%	160	7%	419	-26%	87%	3.01	-26%	\$330,347	10%
Semi	5	-44%	9	0%	24	-37%	56%	4.80	-37%	\$238,200	-15%
Row	23	92%	19	27%	73	-4%	121%	3.17	-4%	\$223,176	-7%
Apartment	8	300%	15	15%	68	10%	53%	8.50	10%	\$179,063	-10%
Total Residential	175	35%	203	9%	584	-21%	86%	3.34	-21%	\$306,713	5%

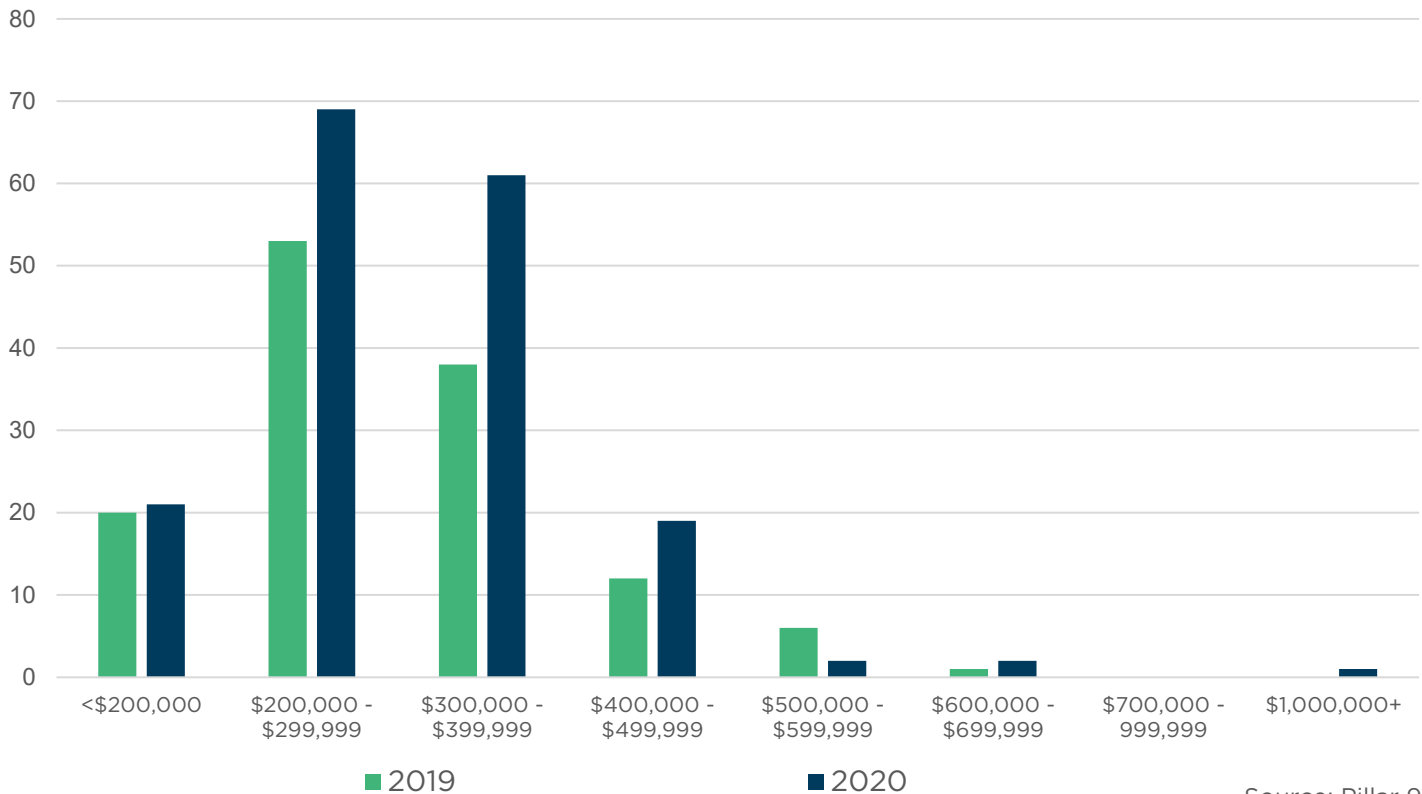
Year-to-Date

October 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	1144	8%	1629	-11%	485	-17%	70%	4.24	-23%	\$322,955	3%
Semi	93	12%	120	-15%	40	1%	78%	4.29	-10%	\$243,953	0%
Row	120	9%	196	-11%	83	12%	61%	6.92	3%	\$230,300	4%
Apartment	76	-16%	167	-7%	71	-5%	46%	9.34	14%	\$171,716	2%
Total Residential	1433	7%	2112	-11%	679	-12%	68%	4.74	-17%	\$302,048	3%

Residential Sales by Price Range

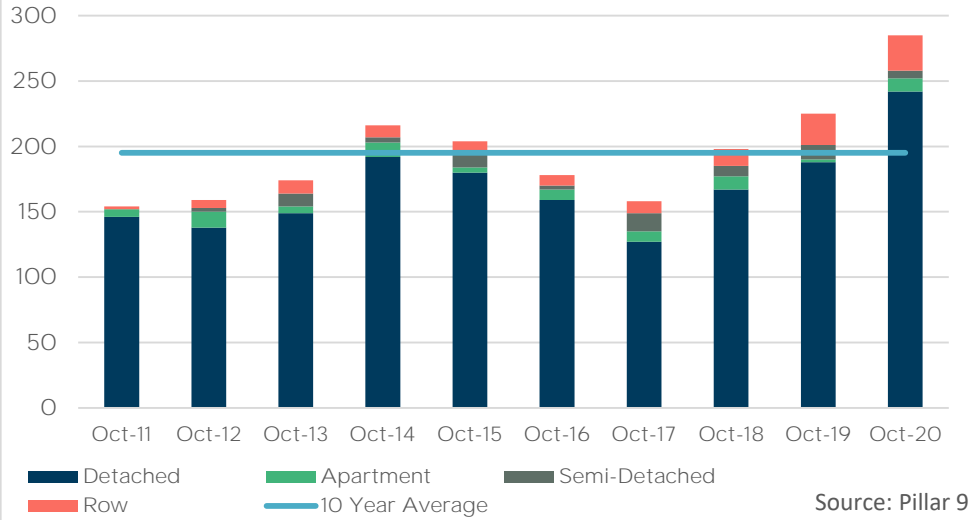
October



Source: Pillar 9

October 2020

Monthly Sales Comparison



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

SALES

285

↑ 26.7% Y/Y ↑ 11.0% YTD

NEW LISTINGS

296

↓ 3.9% Y/Y ↓ 11.8% YTD

INVENTORY

1,072

↓ 19.8% Y/Y ↘ Monthly trend*

MONTHS OF SUPPLY

3.76

↓ 19.8% Y/Y ↘ Monthly trend*



TOTAL RESIDENTIAL AVG PRICE

\$ 298,967

↑ 4.8% Y/Y ↗ Monthly trend*

DETACHED AVG PRICE

\$ 313,922

↑ 6.7% Y/Y ↗ Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 230,167

↓ 12.8% Y/Y ↘ Monthly trend*

ROW AVG PRICE

\$ 227,575

↓ 2.6% Y/Y ↘ Monthly trend*

APARTMENT AVG PRICE

\$ 171,100

↓ 13.7% Y/Y ↘ Monthly trend*

October 2020

October 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	242	29%	250	-4%	867	-23%	97%	3.58	-23%	\$313,922	7%
Semi	6	-45%	11	-31%	30	-44%	55%	5.00	-44%	\$230,167	-13%
Row	27	13%	21	17%	82	-10%	129%	3.04	-10%	\$227,575	-3%
Apartment	10	400%	14	0%	69	6%	71%	6.90	6%	\$171,100	-14%
Total Residential	285	27%	296	-4%	1072	-20%	96%	3.76	-20%	\$298,967	5%

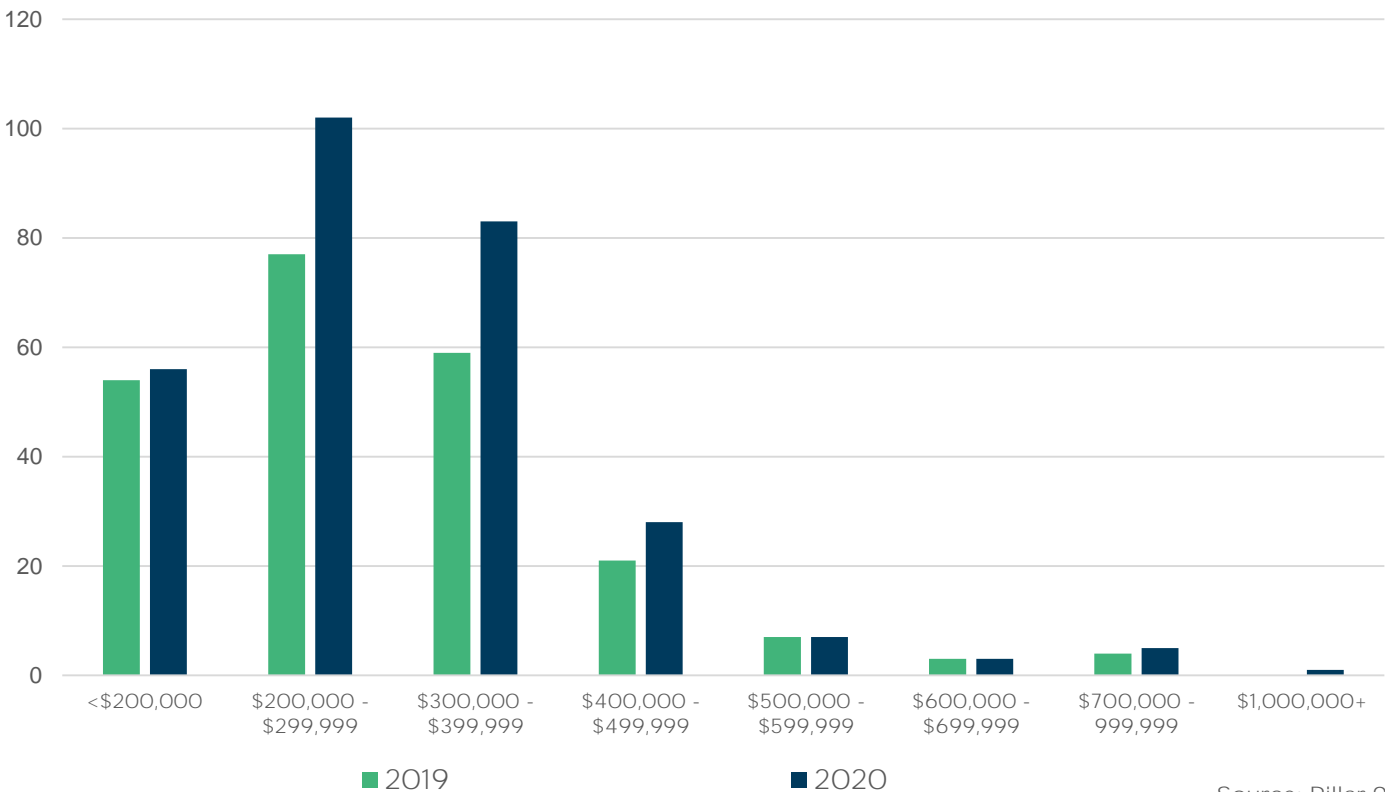
Year-to-Date

October 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	1995	12%	2918	-12%	987	-19%	68%	4.95	-28%	NA	NA
Semi	120	32%	151	-13%	50	-10%	79%	4.14	-32%	NA	NA
Row	144	4%	224	-19%	95	-7%	64%	6.58	-11%	NA	NA
Apartment	85	-16%	181	-5%	74	-9%	47%	8.73	8%	NA	NA
Total Residential	2344	11%	3474	-12%	1211	-17%	67%	5.17	-25%	NA	NA

Residential Sales by Price Range

October



Source: Pillar 9

October 2020

October 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	175	35%	203	9%	584	-21%	86%	3.34	-21%	\$306,713	5%
Cardston County	12	20%	7	-50%	47	-33%	171%	3.92	-33%	\$312,742	16%
Forty Mile County No 9	3	50%	7	-22%	39	-20%	43%	13.00	-20%	\$281,833	19%
Waterton ID	1	NA	0	NA	1	NA	NA	1.00	NA	\$742,000	NA
Lethbridge County	41	46%	32	-27%	103	-31%	128%	2.51	-31%	\$306,689	-14%
MD of Taber	17	-6%	17	-11%	104	-17%	100%	6.12	-17%	\$244,265	-25%
Pincher Creek No 9	6	-33%	7	-36%	46	-18%	86%	7.67	-18%	\$306,900	58%
Willow Creek No 26	35	84%	23	28%	117	-32%	152%	3.34	-32%	\$244,221	-21%
Crowsnest Pass	18	29%	17	13%	58	-28%	106%	3.22	-28%	\$343,328	91%
Vulcan County	9	80%	10	-9%	66	-20%	90%	7.33	-20%	\$155,722	-60%
Warner County No 5	10	67%	10	-17%	51	-12%	100%	5.10	-12%	\$222,780	23%
Total	285	27%	296	-4%	1072	-20%	96%	3.76	-20%	\$298,967	NA

Year-to-Date

October 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	1433	7%	2112	-11%	679	-12%	68%	4.74	-12%	\$302,048	3%
Cardston County	79	23%	119	-18%	66	-14%	66%	8.35	-14%	\$256,441	1%
Forty Mile County No 9	26	8%	59	-18%	41	-10%	44%	15.81	-10%	\$265,962	33%
Waterton ID	2	100%	2	0%	1	NA	100%	6.50	NA	\$946,000	35%
Lethbridge County	288	29%	408	-7%	128	-14%	71%	4.44	-14%	\$311,196	6%
MD of Taber	181	24%	251	-9%	106	-27%	72%	5.85	-27%	\$253,606	4%
Pincher Creek No 9	59	-23%	108	-28%	48	-37%	55%	8.15	-37%	\$369,469	41%
Willow Creek No 26	238	20%	345	-9%	141	-26%	69%	5.94	-26%	\$254,670	9%
Crowsnest Pass	120	26%	186	-11%	72	-25%	65%	6.02	-25%	\$293,313	26%
Vulcan County	79	36%	147	-16%	78	-22%	54%	9.91	-22%	\$244,297	12%
Warner County No 5	103	56%	150	3%	61	0%	69%	5.89	0%	\$235,032	19%
Total	2344	11%	3474	-12%	1211	-17%	67%	5.17	-25%	NA	NA

October 2020

	2020		2019		2018		% Change	
	October	YTD	October	YTD	October	YTD	October	YTD
Total # of Listings	296	3,474	308	3,937	340	4,084	-4%	-12%
Total # of Sold	285	2,344	225	2,112	198	2,066	27%	11%
Total Sales Volume	\$85,205,724	\$685,531,276	\$64,210,330	\$586,161,215	\$51,211,050	\$551,741,989	33%	17%

Number of Units Sold by Price Range	2020		2019	
	October	YTD	October	YTD
<\$200,000	56	506	54	535
\$200,000 - \$299,999	102	862	77	780
\$300,000 - \$399,999	83	626	59	552
\$400,000 - \$499,999	28	203	21	140
\$500,000 - \$599,999	7	78	7	52
\$600,000 - \$699,999	3	34	3	24
\$700,000 - 999,999	5	31	4	27
\$1,000,000+	1	4	0	2

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$75,969,187	242	250	867
Other	\$9,236,537	43	46	205
Vacant Land	\$1,479,730	17	17	250
Total	\$86,685,454	302	313	1,322

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,168,000	2	2	38
Commercial	\$971,908	9	9	166
Total	\$2,139,908	11	11	204

Grand Total	\$88,825,362	313	324	1,526
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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	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Lethbridge	203	2112	175	1433	86%	68%	\$306,713	\$302,048	186	2376	130	1342	70%	56%	\$292,614	\$292,921
Barons	1	9	1	8	100%	89%	\$245,000	\$132,913	0	8	0	5	-	63%	-	\$113,480
Burdett	0	6	0	1	-	17%	-	\$220,000	2	5	0	1	0%	20%	-	\$55,000
Cardston	6	55	8	46	133%	84%	\$346,438	\$257,434	9	63	4	29	44%	46%	\$253,375	\$229,850
Carmangay	2	15	1	4	50%	27%	\$120,000	\$162,875	0	15	1	5	-	33%	\$240,000	\$159,900
Champion	0	10	1	6	-	60%	\$85,000	\$157,333	1	12	0	5	0%	42%	-	\$131,600
Claresholm	11	121	11	77	100%	64%	\$218,886	\$218,329	4	114	3	61	75%	54%	\$232,833	\$210,767
Coaldale	16	195	21	145	131%	74%	\$293,778	\$312,891	22	197	15	107	68%	54%	\$382,733	\$272,614
Coutts	0	5	0	3	-	60%	-	\$143,333	0	9	1	6	-	67%	\$32,000	\$72,333
Cowley	0	4	0	1	-	25%	-	\$410,000	0	11	0	2	-	18%	-	\$132,500
Crowsnest Pass	0	30	5	15	-	50%	\$494,500	\$438,967	0	12	0	1	-	8%	-	\$669,000
Foremost	2	7	0	4	0%	57%	-	\$147,500	0	8	0	4	-	50%	-	\$185,250
Fort Macleod	6	69	8	57	133%	83%	\$306,281	\$210,604	2	101	5	56	250%	55%	\$256,800	\$188,640
Glenwood	0	10	1	2	-	20%	\$254,900	\$198,450	1	7	0	2	0%	29%	-	\$264,500
Granum	0	11	1	7	-	64%	\$278,000	\$226,643	0	20	3	10	-	50%	\$129,700	\$159,560
Grassy Lake	1	6	0	5	0%	83%	-	\$162,600	0	8	0	4	-	50%	-	\$196,500
Hill Spring	0	10	0	3	-	30%	-	\$160,977	0	14	0	6	-	43%	-	\$212,917
Johnson's Addition	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Lomond	1	11	0	3	0%	27%	-	\$156,667	1	8	0	3	0%	38%	-	\$91,333
Magrath	1	29	1	21	100%	72%	\$150,000	\$249,360	2	45	6	19	300%	42%	\$280,667	\$292,684
Milk River	2	34	3	14	150%	41%	\$69,667	\$135,588	4	24	1	7	25%	29%	\$141,000	\$109,371
Nobleford	2	43	4	33	200%	77%	\$254,000	\$286,095	3	33	2	28	67%	85%	\$387,250	\$287,475
Picture Butte	4	52	7	37	175%	71%	\$265,929	\$255,646	8	56	2	25	25%	45%	\$465,000	\$264,680
Pincher Creek	5	64	5	42	100%	66%	\$262,280	\$262,504	9	95	8	55	89%	58%	\$212,138	\$238,828
Pincher Station	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Raymond	7	81	7	61	100%	75%	\$288,400	\$266,066	7	72	2	37	29%	51%	\$267,500	\$236,786
Stavely	0	21	3	16	-	76%	\$175,333	\$183,103	1	15	2	7	200%	47%	\$126,200	\$165,914
Stirling	0	9	0	12	-	133%	-	\$272,167	0	18	0	9	-	50%	-	\$256,722
Taber	11	182	13	135	118%	74%	\$256,923	\$249,469	16	201	16	105	100%	52%	\$287,813	\$254,095
Vauxhall	2	27	3	22	150%	81%	\$112,500	\$165,386	0	26	0	16	-	62%	-	\$145,438
Vulcan	4	48	3	27	75%	56%	\$163,333	\$231,056	5	53	1	19	20%	36%	\$160,000	\$192,311
Warner	0	11	0	8	-	73%	-	\$106,219	1	15	1	5	100%	33%	\$90,000	\$87,600
Coalhurst	5	60	5	38	100%	63%	\$309,080	\$292,358	8	82	6	35	75%	43%	\$241,333	\$282,166
Barnwell	1	14	1	7	100%	50%	\$475,000	\$375,500	1	17	1	10	100%	59%	\$797,100	\$320,460
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	0	2	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Chin	0	1	0	0	-	0%	-	-	0	2	0	2	-	100%	-	\$260,000
Del Bonita	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$64,000
Diamond City	0	4	1	3	-	75%	\$830,000	\$743,333	0	5	0	1	-	20%	-	\$380,000
Enchant	0	3	0	3	-	100%	-	\$317,333	1	9	0	5	0%	56%	-	\$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	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Etzikom	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Hays	0	4	0	0	-	0%	-	-	0	2	0	3	-	150%	-	\$194,000
Iron Springs	0	0	0	0	-	-	-	-	0	4	1	3	-	75%	\$600,000	\$375,833
Lowland Heights	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	0	18	0	5	-	28%	-	\$999,700	2	14	1	5	50%	36%	\$50,000	\$143,100
Manyberries	0	4	0	2	-	50%	-	\$32,000	0	2	0	1	-	50%	-	\$21,000
Monarch	1	3	0	1	0%	33%	-	\$90,000	0	3	0	1	-	33%	-	\$222,500
Mountain View	0	3	1	3	-	100%	\$415,000	\$380,333	2	7	0	1	0%	14%	-	\$170,000
New Dayton	0	1	0	1	-	100%	-	\$150,000	0	1	0	0	-	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	0	0	0	1	-	-	-	\$450,000	0	1	0	0	-	0%	-	-
Shaughnessy	1	9	0	4	0%	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	1	2	0	1	0%	50%	-	\$427,000
Twin Butte	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Waterton Park	0	2	1	2	-	100%	\$742,000	\$946,000	0	2	0	1	-	50%	-	\$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	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Leavitt	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Woolford	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Skiff	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Kirkcaldy	1	1	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Moon River Estates	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
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	0	7	1	2	-	29%	\$161,500	\$339,750	0	2	0	2	-	100%	-	\$410,000
Rural Forty Mile County	0	9	0	4	-	44%	-	\$519,000	0	7	1	3	-	43%	\$345,000	\$306,667
Rural Lethbridge County	2	31	2	17	100%	55%	\$453,500	\$582,641	2	40	2	14	100%	35%	\$252,450	\$601,614
Rural Pincher Creek MD	2	19	1	9	50%	47%	\$530,000	\$514,444	0	25	0	14	-	56%	-	\$417,000
Rural Ranchland MD	0	0	0	1	-	-	-	\$1,050,000	0	1	0	0	-	0%	-	-
Rural Taber MD	2	14	0	8	0%	57%	-	\$467,813	1	12	1	3	100%	25%	\$435,000	\$394,167
Rural Vulcan County	2	51	3	31	150%	61%	\$208,833	\$306,274	2	66	3	21	150%	32%	\$514,600	\$304,913
Rural Warner County	1	7	0	2	0%	29%	-	\$431,550	0	5	1	1	-	20%	\$289,000	\$289,000
Rural Willow Creek MD	2	45	2	33	100%	73%	\$330,000	\$444,902	3	57	3	19	100%	33%	\$790,000	\$460,079