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Established 1956

## Membership of 345 licensees

269 from Lethbridge and 76 from Rural

\*\*\*\*\*

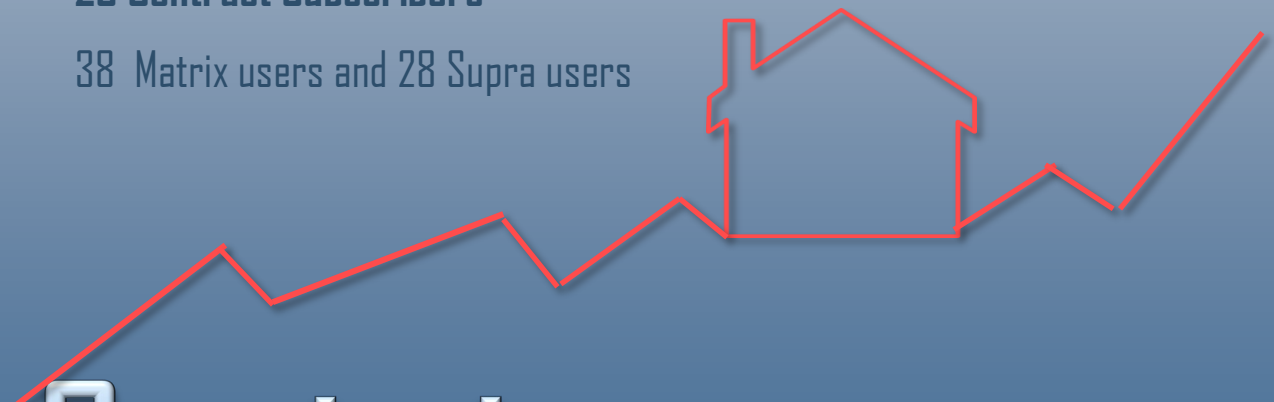
## 54 Offices

27 City and 27 Rural

\*\*\*\*\*

## 26 Contract Subscribers

38 Matrix users and 28 Supra users



# Statistics

August 31, 2020

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



August 2020

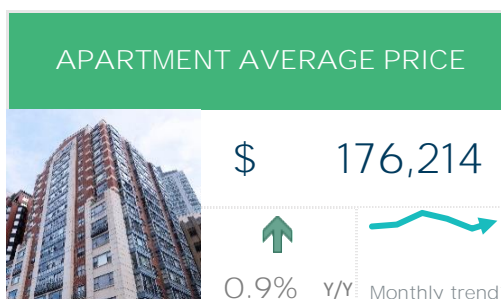
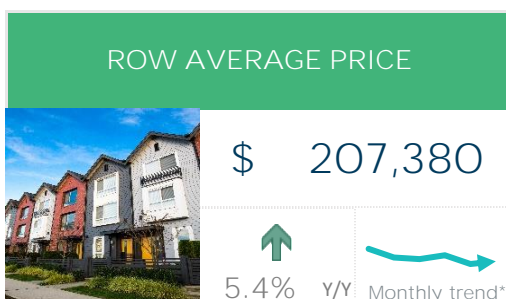
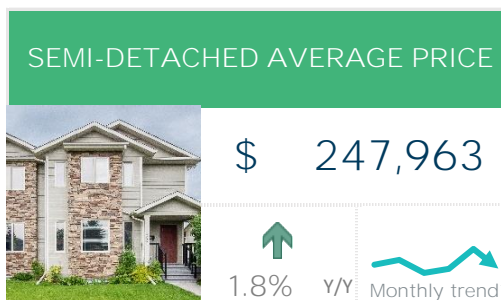
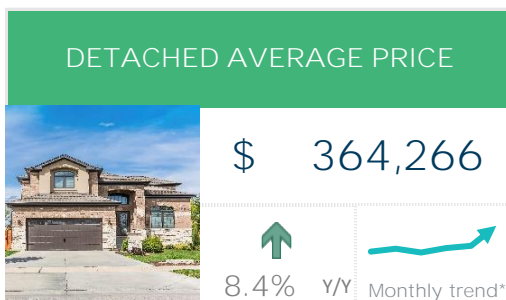
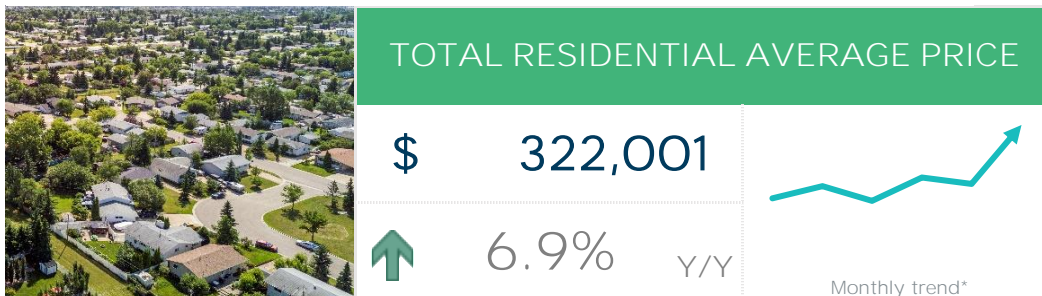
## Market Trend Summary

Lethbridge continues to report trends that vary from some of the cities within the province. In August, sales activity remained well above last year's levels, causing year-to-date sales to decline by only one per cent compared to last year, thus remaining relatively consistent with longer term trends. While the job market in the region has been impacted by the pandemic, the Lethbridge-Medicine Hat region has the lowest unemployment rates in the province at 9.5 per cent, well below the provincial average of 14.5 per cent.

While sales have been improving, new listings coming onto the market eased this month. This has caused further reductions in overall inventory levels. Inventories in Lethbridge have been trending down since May and totaled 657 units in August.

With four months of supply in the market, conditions remain relatively balanced supporting modest price growth. Year-to-date average prices have increase by over one per cent compared to last year.

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



## August 2020

### August 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	117	16%	165	-13%	465	-23%	71%	3.97	-34%	\$364,266	8%
Semi	16	7%	9	-61%	35	-22%	178%	2.19	-27%	\$247,963	2%
Row	15	25%	25	19%	93	18%	60%	6.20	-6%	\$207,380	5%
Apartment	14	27%	17	-19%	64	-14%	82%	4.57	-32%	\$176,214	1%
<b>Total Residential</b>	<b>162</b>	<b>17%</b>	<b>216</b>	<b>-15%</b>	<b>657</b>	<b>-18%</b>	<b>75%</b>	<b>4.06</b>	<b>-30%</b>	<b>\$322,001</b>	<b>7%</b>

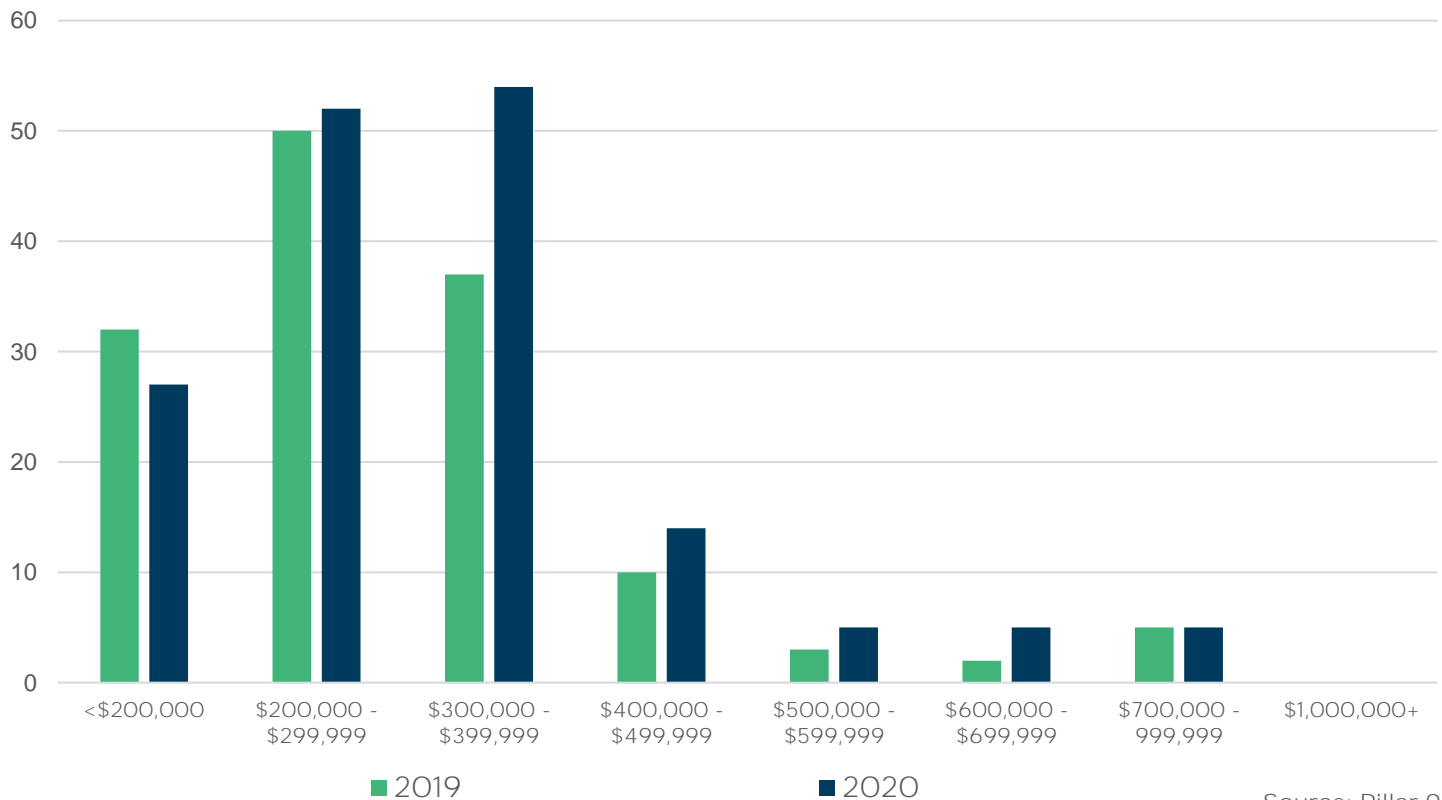
### Year-to-Date

### August 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	868	1%	1304	-15%	499	-14%	67%	4.60	-15%	\$317,780	0%
Semi	78	20%	105	-17%	46	10%	74%	4.67	-8%	\$245,374	3%
Row	82	-9%	160	-13%	83	14%	51%	8.11	25%	\$233,179	7%
Apartment	58	-30%	131	-17%	72	-8%	44%	9.88	32%	\$172,050	1%
<b>Total Residential</b>	<b>1086</b>	<b>-1%</b>	<b>1700</b>	<b>-15%</b>	<b>700</b>	<b>-9%</b>	<b>64%</b>	<b>5.15</b>	<b>-8%</b>	<b>\$298,409</b>	<b>1%</b>

### Residential Sales by Price Range

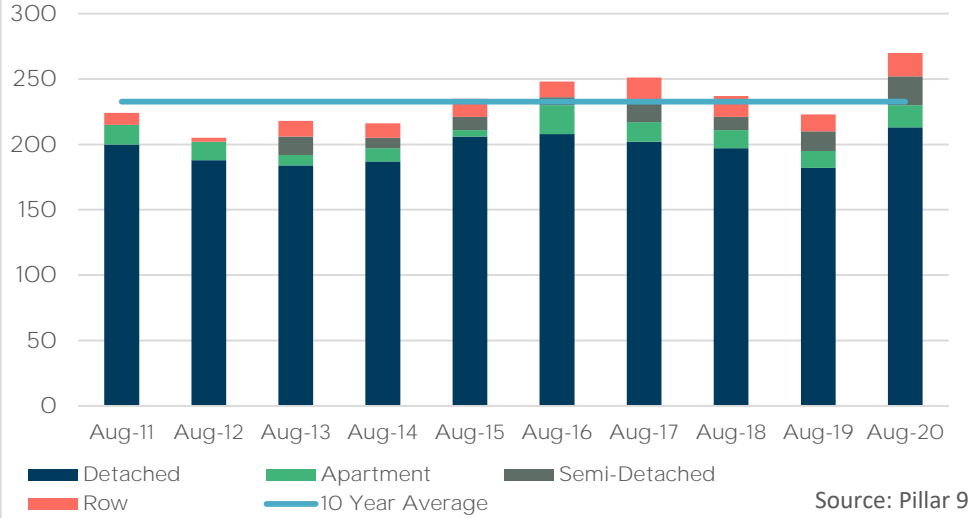
August



Source: Pillar 9

August 2020

## Monthly Sales Comparison



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

### SALES

**270**

↑ 21.1% Y/Y    ↑ 3.2% YTD

### NEW LISTINGS

**379**

↓ 1.6% Y/Y    ↓ 14.9% YTD

### INVENTORY

**1,224**

↓ 21.1% Y/Y    → Monthly trend\*

### MONTHS OF SUPPLY

**4.53**

↓ 21.1% Y/Y    → Monthly trend\*

### TOTAL RESIDENTIAL AVG PRICE

**\$ 305,799**

↑ 8.0% Y/Y    → Monthly trend\*

### DETACHED AVG PRICE

**\$ 331,004**

↑ 10.3% Y/Y    → Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 241,355**

↓ 0.9% Y/Y    → Monthly trend\*

### ROW AVG PRICE

**\$ 218,033**

↑ 3.6% Y/Y    → Monthly trend\*

### APARTMENT AVG PRICE

**\$ 166,324**

↓ 0.6% Y/Y    → Monthly trend\*

## August 2020

### August 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	213	17%	323	2%	1002	-23%	66%	4.70	-23%	\$331,004	10%
Semi	22	47%	8	-68%	40	-32%	275%	1.82	-32%	\$241,355	-1%
Row	18	38%	29	32%	107	-2%	62%	5.94	-2%	\$218,033	4%
Apartment	17	31%	19	-5%	68	-14%	89%	4.00	-14%	\$166,324	-1%
<b>Total Residential</b>	<b>270</b>	<b>21%</b>	<b>379</b>	<b>-2%</b>	<b>1224</b>	<b>-21%</b>	<b>71%</b>	<b>4.53</b>	<b>-21%</b>	<b>\$305,799</b>	<b>8%</b>

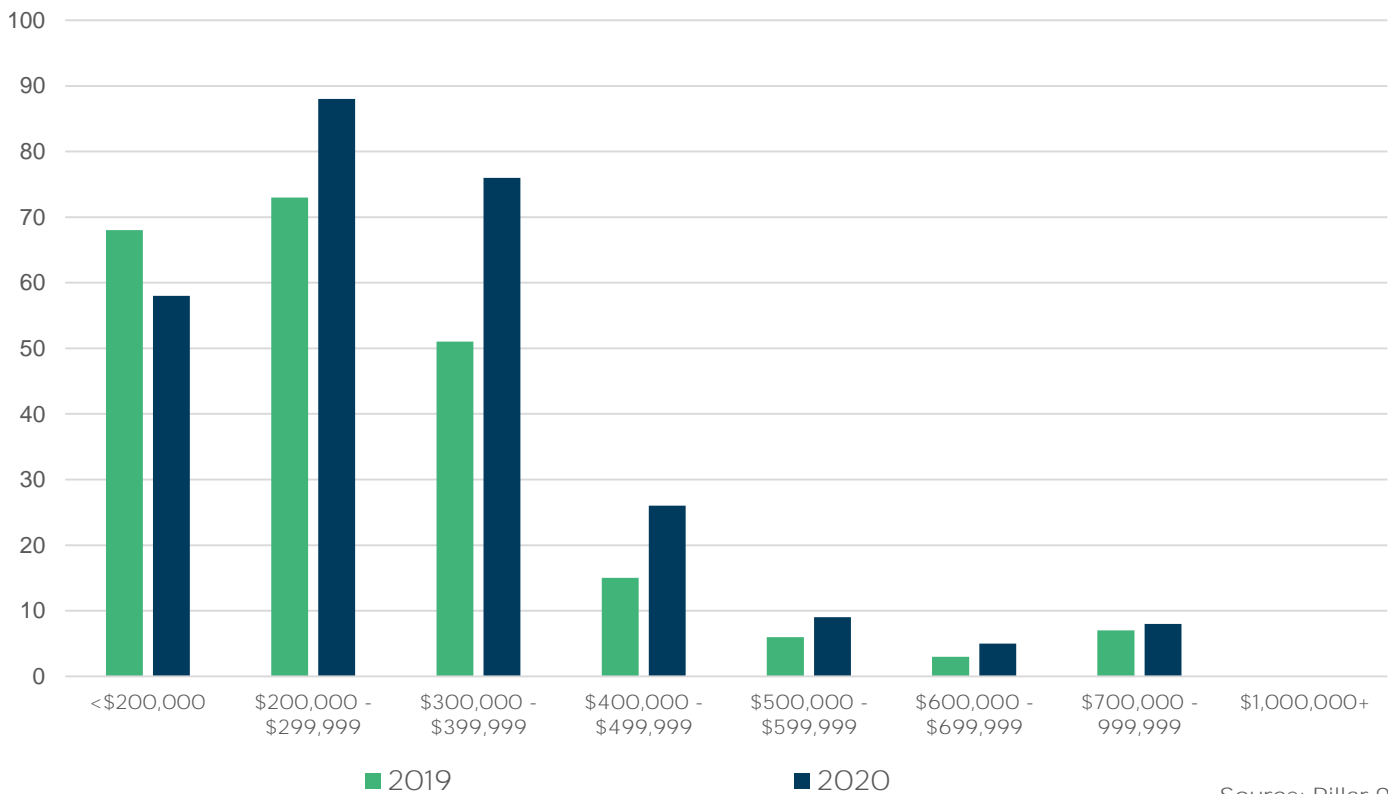
### Year-to-Date

### August 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	1488	4%	2362	-14%	1017	-17%	63%	5.47	-20%	NA	NA
Semi	103	47%	130	-14%	57	0%	79%	4.46	-32%	NA	NA
Row	98	-8%	181	-22%	96	-7%	54%	7.87	0%	NA	NA
Apartment	63	-32%	143	-14%	75	-12%	44%	9.54	28%	NA	NA
<b>Total Residential</b>	<b>1752</b>	<b>3%</b>	<b>2816</b>	<b>-15%</b>	<b>1246</b>	<b>-15%</b>	<b>62%</b>	<b>5.69</b>	<b>-18%</b>	<b>NA</b>	<b>NA</b>

## Residential Sales by Price Range

August



Source: Pillar 9

## August 2020

### August 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	161	16%	215	-16%	659	-18%	75%	4.09	-18%	\$323,734	7%
Cardston County	10	43%	19	46%	64	-20%	53%	6.40	-20%	\$231,375	15%
Forty Mile County No 9	3	200%	8	33%	40	-25%	38%	13.33	-25%	\$158,000	58%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	30	11%	42	11%	133	-17%	71%	4.43	-17%	\$328,530	-2%
MD of Taber	25	92%	37	42%	104	-35%	68%	4.16	-35%	\$243,520	15%
Pincher Creek No 9	7	17%	10	25%	46	-42%	70%	6.57	-42%	\$351,357	25%
Willow Creek No 26	31	41%	47	47%	148	-28%	66%	4.77	-28%	\$299,048	43%
Crowsnest Pass	21	133%	16	14%	76	-32%	131%	3.62	-32%	\$248,579	7%
Vulcan County	14	27%	18	20%	80	-29%	78%	5.71	-29%	\$273,036	42%
Warner County No 5	9	-18%	28	56%	74	12%	32%	8.22	12%	\$249,797	9%
<b>Total</b>	<b>270</b>	<b>21%</b>	<b>379</b>	<b>-2%</b>	<b>1224</b>	<b>-21%</b>	<b>71%</b>	<b>4.53</b>	<b>-21%</b>	<b>\$305,799</b>	<b>NA</b>

### Year-to-Date

### August 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	1082	-2%	1697	-15%	700	-9%	64%	5.17	-9%	\$299,214	2%
Cardston County	54	13%	100	-18%	70	-10%	54%	10.33	-10%	\$245,350	-2%
Forty Mile County No 9	21	31%	49	-16%	42	-7%	43%	15.90	-7%	\$267,262	26%
Waterton ID	1	0%	1	-50%	1	25%	100%	10.00	25%	\$1,150,000	64%
Lethbridge County	208	18%	331	-8%	131	-12%	63%	5.03	-12%	\$305,969	8%
MD of Taber	145	38%	193	-18%	106	-29%	75%	5.82	-29%	\$252,540	8%
Pincher Creek No 9	50	-21%	91	-25%	48	-39%	55%	7.74	-39%	\$367,865	34%
Willow Creek No 26	169	6%	285	-11%	145	-25%	59%	6.85	-25%	\$250,418	9%
Crowsnest Pass	77	3%	150	-16%	75	-24%	51%	7.77	-24%	\$281,273	17%
Vulcan County	53	13%	121	-21%	79	-23%	44%	11.98	-23%	\$261,705	27%
Warner County No 5	67	29%	128	7%	63	2%	52%	7.48	2%	\$228,533	16%
<b>Total</b>	<b>1752</b>	<b>3%</b>	<b>2816</b>	<b>-15%</b>	<b>1246</b>	<b>-15%</b>	<b>62%</b>	<b>5.69</b>	<b>-18%</b>	<b>NA</b>	<b>NA</b>

## August 2020

	2020		2019		2018		% Change	
	August	YTD	August	YTD	August	YTD	August	YTD
Total # of Listings	379	2,816	385	3,309	390	3,386	-2%	-15%
Total # of Sold	270	1,752	223	1,697	237	1,697	21%	3%
Total Sales Volume	\$82,565,808	\$506,126,252	\$63,164,950	\$472,331,841	\$62,501,014	\$455,604,839	31%	7%

Number of Units Sold by Price Range	2020		2019	
	August	YTD	August	YTD
<\$200,000	58	388	68	433
\$200,000 - \$299,999	88	658	73	632
\$300,000 - \$399,999	76	452	51	434
\$400,000 - \$499,999	26	151	15	109
\$500,000 - \$599,999	9	58	6	43
\$600,000 - \$699,999	5	23	3	21
\$700,000 - 999,999	8	19	7	23
\$1,000,000+	0	3	0	2

### Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$70,503,908	213	323	1,002
Other	\$12,061,900	57	56	222
Vacant Land	\$3,309,700	20	20	269
<b>Total</b>	<b>\$85,875,508</b>	<b>290</b>	<b>399</b>	<b>1,493</b>

### Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$1,447,000	2	2	51
Commercial	\$520,516	3	3	173
<b>Total</b>	<b>\$1,967,516</b>	<b>5</b>	<b>5</b>	<b>224</b>

<b>Grand Total</b>	<b>\$87,843,024</b>	<b>295</b>	<b>404</b>	<b>1,717</b>
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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	
	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD
Lethbridge	215	1697	161	1082	75%	64%	\$323,734	\$299,214	255	1996	139	1101	55%	55%	\$301,178	\$294,250
Barons	1	6	3	7	300%	117%	\$121,500	\$116,900	2	8	1	5	50%	63%	\$87,000	\$113,480
Burdett	2	6	0	1	0%	17%	-	\$220,000	1	2	0	0	0%	0%	-	-
Cardston	8	44	6	31	75%	70%	\$238,625	\$248,402	7	52	4	21	57%	40%	\$108,125	\$220,817
Carmangay	5	13	2	3	40%	23%	\$184,500	\$177,167	1	15	2	4	200%	27%	\$97,500	\$139,875
Champion	0	9	1	4	-	44%	\$464,000	\$182,250	0	10	1	5	-	50%	\$35,000	\$131,600
Claresholm	13	92	10	57	77%	62%	\$269,300	\$216,291	7	93	7	52	100%	56%	\$222,700	\$211,054
Coaldale	24	160	14	104	58%	65%	\$292,036	\$310,848	15	164	12	83	80%	51%	\$327,150	\$252,801
Coutts	0	5	0	2	-	40%	-	\$42,250	1	8	0	5	0%	63%	-	\$80,400
Cowley	0	4	0	1	-	25%	-	\$410,000	1	10	0	2	0%	20%	-	\$132,500
Crowsnest Pass	1	33	1	1	100%	3%	\$495,000	\$495,000	1	12	0	1	0%	8%	-	\$669,000
Foremost	0	5	1	4	-	80%	\$150,000	\$147,500	0	8	1	4	-	50%	\$100,000	\$185,250
Fort Macleod	12	58	5	44	42%	76%	\$221,000	\$195,573	11	92	5	44	45%	48%	\$118,300	\$195,872
Glenwood	1	8	1	1	100%	13%	\$142,000	\$142,000	0	6	1	2	-	33%	\$384,000	\$264,500
Granum	2	10	1	4	50%	40%	\$179,000	\$235,875	1	18	2	6	200%	33%	\$147,500	\$144,083
Grassy Lake	0	5	1	4	-	80%	\$60,000	\$127,000	0	8	0	2	-	25%	-	\$168,000
Hill Spring	1	8	1	3	100%	38%	\$175,000	\$160,977	2	13	0	5	0%	38%	-	\$210,000
Johnson's Addition	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Lomond	0	9	0	2	-	22%	-	\$92,500	0	7	0	3	-	43%	-	\$91,333
Magrath	7	27	1	15	14%	56%	\$385,000	\$247,833	2	37	1	12	50%	32%	\$417,000	\$303,667
Milk River	8	31	1	6	13%	19%	\$255,675	\$135,788	3	17	1	5	33%	29%	\$160,000	\$120,200
Nobleford	3	36	2	23	67%	64%	\$319,000	\$291,957	2	29	3	22	150%	76%	\$253,667	\$281,591
Picture Butte	2	43	2	27	100%	63%	\$265,000	\$238,237	7	44	1	18	14%	41%	\$237,500	\$238,083
Pincher Creek	6	54	4	36	67%	67%	\$277,375	\$263,577	5	75	4	43	80%	57%	\$242,000	\$244,289
Pincher Station	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Raymond	15	64	7	37	47%	58%	\$219,643	\$258,983	8	60	8	30	100%	50%	\$230,250	\$223,303
Stavely	2	17	2	10	100%	59%	\$225,000	\$198,415	1	14	1	4	100%	29%	\$290,000	\$208,500
Stirling	1	9	1	10	100%	111%	\$455,000	\$255,350	1	17	1	8	100%	47%	\$425,000	\$267,938
Taber	28	145	18	112	64%	77%	\$238,722	\$247,150	19	168	10	77	53%	46%	\$232,300	\$255,255
Vauxhall	4	18	6	16	150%	89%	\$288,500	\$184,375	5	25	2	13	40%	52%	\$81,000	\$117,231
Vulcan	6	38	2	15	33%	39%	\$259,000	\$254,523	7	45	3	16	43%	36%	\$211,167	\$203,369
Warner	1	10	0	7	0%	70%	-	\$106,036	4	13	1	3	25%	23%	\$86,500	\$112,667
Coalhurst	6	47	5	26	83%	55%	\$414,000	\$287,373	6	64	4	29	67%	45%	\$301,000	\$290,614
Barnwell	3	11	0	5	0%	45%	-	\$364,200	2	15	1	5	50%	33%	\$265,000	\$225,500
Aetna	0	0	1	2	-	-	\$180,000	\$240,000	1	3	0	2	0%	67%	-	\$265,000
Beaver Mines	0	1	0	1	-	100%	-	\$345,000	0	3	0	1	-	33%	-	\$266,000
Beazer	1	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Chin	0	1	0	0	-	0%	-	-	0	2	1	2	-	100%	\$255,000	\$260,000
Del Bonita	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$64,000
Diamond City	2	5	1	2	50%	40%	\$400,000	\$700,000	1	4	0	1	0%	25%	-	\$380,000
Enchant	0	3	0	2	-	67%	-	\$311,000	0	7	0	4	-	57%	-	\$199,538



# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD	AUG	YTD
Etzikom	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Hays	1	3	0	0	0%	0%	-	-	0	2	0	2	-	100%	-	\$161,000
Iron Springs	0	0	0	0	-	-	-	-	0	4	1	2	-	50%	\$350,000	\$263,750
Lowland Heights	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	3	15	0	5	0%	33%	-	\$999,700	1	11	0	3	0%	27%	-	\$153,500
Manyberries	1	4	1	2	100%	50%	\$34,000	\$32,000	0	2	0	1	-	50%	-	\$21,000
Monarch	0	2	0	1	-	50%	-	\$90,000	0	3	0	1	-	33%	-	\$222,500
Mountain View	0	2	0	2	-	100%	-	\$363,000	0	5	0	1	-	20%	-	\$170,000
New Dayton	0	1	0	1	-	100%	-	\$150,000	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	0	0	0	1	-	-	-	\$450,000	0	1	0	0	-	0%	-	-
Shaughnessy	0	7	0	4	-	57%	-	\$80,625	2	6	0	2	0%	33%	-	\$40,500
Spring Coulee	0	1	0	0	-	0%	-	-	0	2	1	2	-	100%	\$170,000	\$278,750
Turin	0	1	0	1	-	100%	-	\$438,000	0	1	0	1	-	100%	-	\$427,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	1	0	1	-	100%	-	\$1,150,000	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	-	-	-	-	1	1	0	0	0%	0%	-	-
Skiff	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Kirkcaldy	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Moon River Estates	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orton	1	1	0	0	0%	0%	-	-	0	1	0	1	-	100%	-	\$399,500
Parkland	1	1	0	0	0%	0%	-	-	0	2	0	1	-	50%	-	\$165,000
Rural Cardson County	1	6	0	0	0%	0%	-	-	0	2	0	2	-	100%	-	\$410,000
Rural Forty Mile County	3	9	0	4	0%	44%	-	\$519,000	0	7	0	2	-	29%	-	\$287,500
Rural Lethbridge County	4	23	3	13	75%	57%	\$588,300	\$586,569	3	31	4	11	133%	35%	\$563,125	\$675,336
Rural Pincher Creek MD	1	18	3	7	300%	39%	\$450,000	\$450,143	1	22	2	14	200%	64%	\$359,500	\$417,000
Rural Ranchland MD	0	0	1	1	-	-	\$1,050,000	\$1,050,000	0	1	0	0	-	0%	-	-
Rural Taber MD	1	7	0	5	0%	71%	-	\$517,300	0	9	0	2	-	22%	-	\$373,750
Rural Vulcan County	4	43	7	25	175%	58%	\$325,357	\$318,040	6	61	3	15	50%	25%	\$235,000	\$281,892
Rural Warner County	3	6	0	2	0%	33%	-	\$431,550	1	4	0	0	0%	0%	-	-
Rural Willow Creek MD	1	40	6	24	600%	60%	\$456,667	\$433,135	5	49	0	15	0%	31%	-	\$399,100