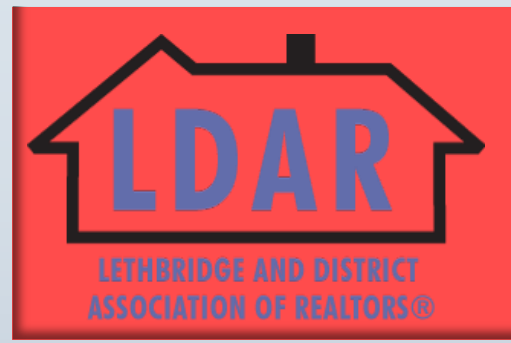


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Established 1956

Membership of 338 licensees

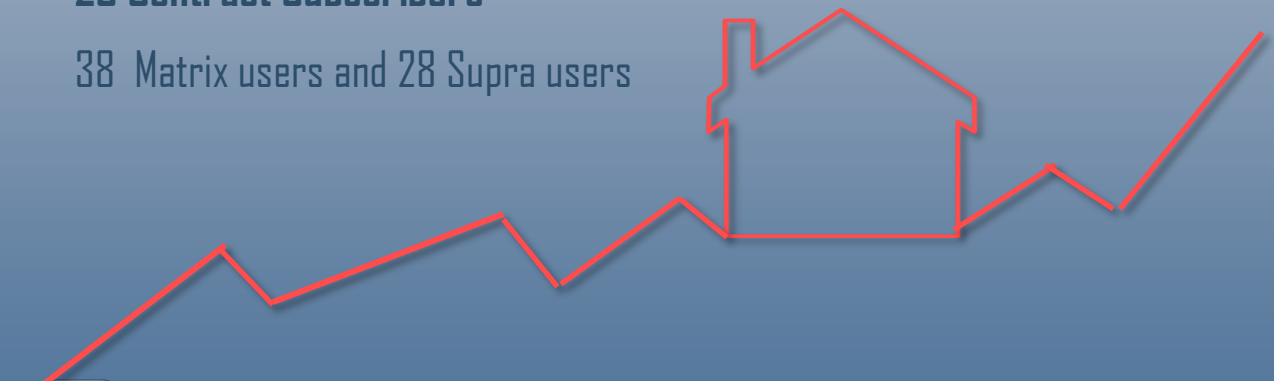
263 from Lethbridge and 75 from Rural

54 Offices

27 City and 26 Rural

26 Contract Subscribers

38 Matrix users and 28 Supra users



Statistics

September 30, 2020

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



September 2020

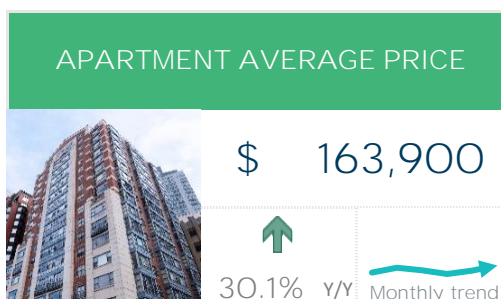
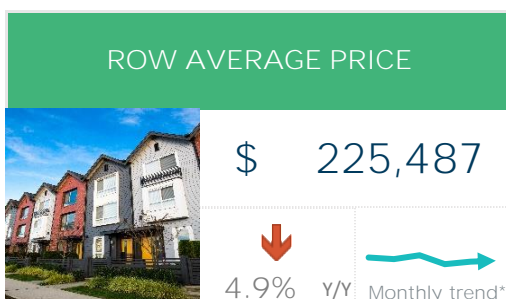
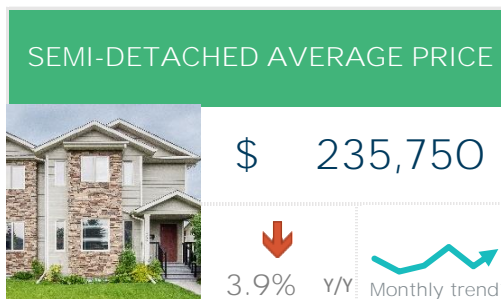
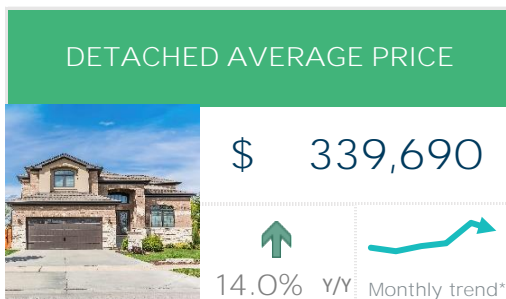
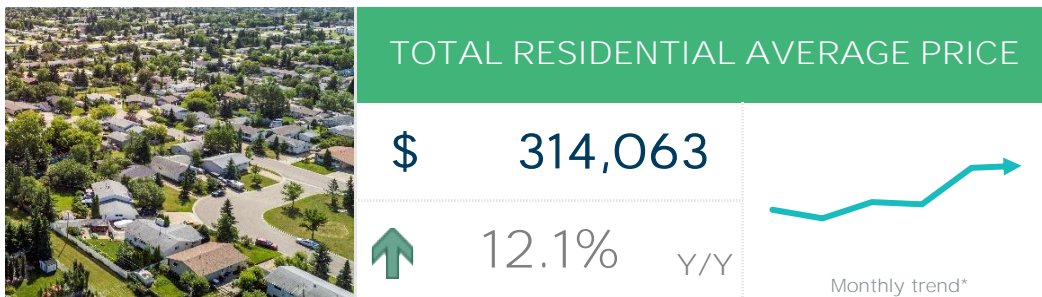
Market Trend Summary

September sales surged above last year's levels, causing year-to-date sales to increase by four per cent. Sales growth has not been consistent across different property types as year-to-date growth has only occurred for detached and semi-detached properties.

Meanwhile, the level of new listings coming onto the market relative to the sales was not enough to prevent further reductions in inventories. In September, there were 616 units in inventory easing from earlier months and well below last year's levels.

Lower inventory levels combined with higher sales pushed the months of supply to under four months, far lower than levels recorded over the past three years. Tighter market conditions are supporting price growth in this market. Year-to-date both median and average prices have increased by nearly three per cent compared to last year.

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



September 2020

September 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	141	60%	168	5%	440	-27%	84%	3.12	-54%	\$339,690	14%
Semi	10	11%	4	-43%	21	-48%	250%	2.10	-53%	\$235,750	-4%
Row	15	88%	17	-19%	88	10%	88%	5.87	-41%	\$225,487	-5%
Apartment	10	67%	21	163%	67	10%	48%	6.70	-34%	\$163,900	30%
Total Residential	176	59%	210	7%	616	-21%	84%	3.50	-50%	\$314,063	12%

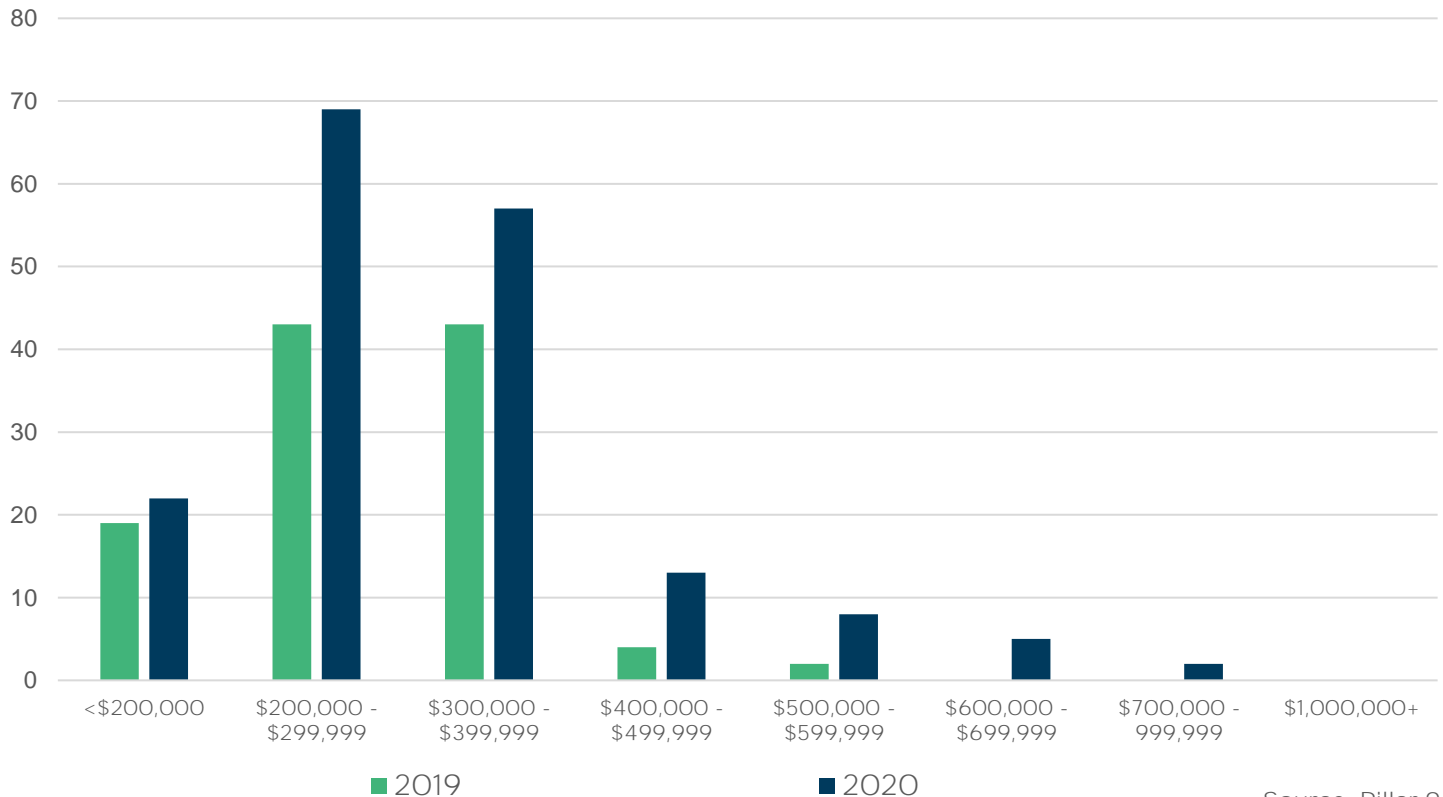
Year-to-Date

September 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	1006	6%	1469	-13%	492	-16%	68%	4.40	-20%	\$321,826	2%
Semi	88	19%	109	-17%	41	4%	81%	4.22	-13%	\$244,280	2%
Row	97	-1%	176	-14%	84	13%	55%	7.77	15%	\$231,989	6%
Apartment	68	-24%	152	-8%	71	-6%	45%	9.41	23%	\$170,851	2%
Total Residential	1259	4%	1906	-13%	688	-11%	66%	4.92	-14%	\$301,330	3%

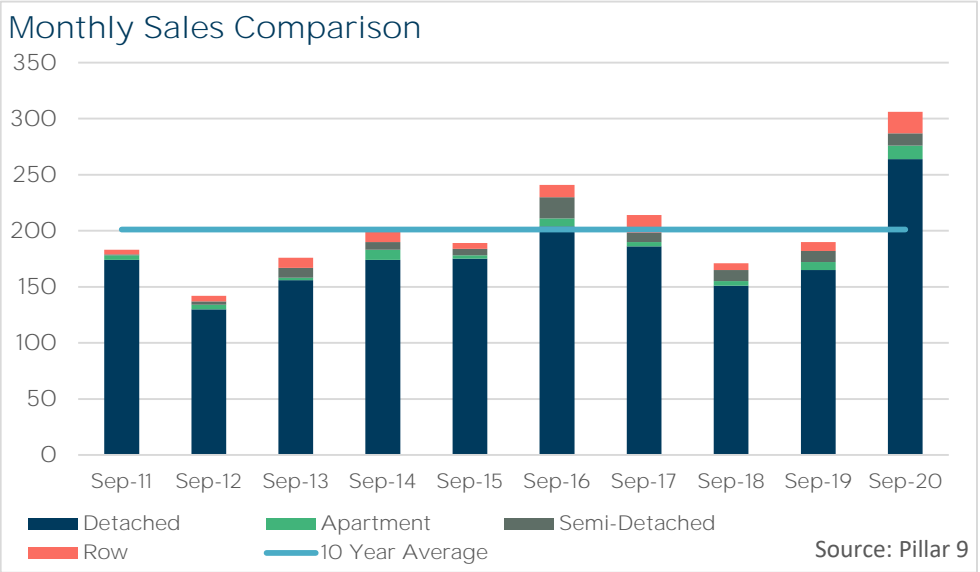
Residential Sales by Price Range

September



Source: Pillar 9

September 2020



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

SALES

306

↑ 61.1% Y/Y ↑ 9.2% YTD

NEW LISTINGS

355

↑ 9.2% Y/Y ↓ 12.7% YTD

INVENTORY

1,145

↓ 22.7% Y/Y → Monthly trend*

MONTHS OF SUPPLY

3.74

↓ 22.7% Y/Y → Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 306,585

↑ 17.4% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 320,855

↑ 19.0% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 234,318

↓ 2.8% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 241,568

↑ 1.9% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 161,833

↑ 34.7% Y/Y → Monthly trend*

September 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	264	60%	304	8%	938	-25%	87%	3.55	-25%	\$320,855	19%
Semi	11	10%	8	-11%	26	-50%	138%	2.36	-50%	\$234,318	-3%
Row	19	138%	21	-16%	99	-8%	90%	5.21	-8%	\$241,568	2%
Apartment	12	71%	22	144%	70	8%	55%	5.83	8%	\$161,833	35%
Total Residential	306	61%	355	9%	1145	-23%	86%	3.74	-23%	\$306,585	17%

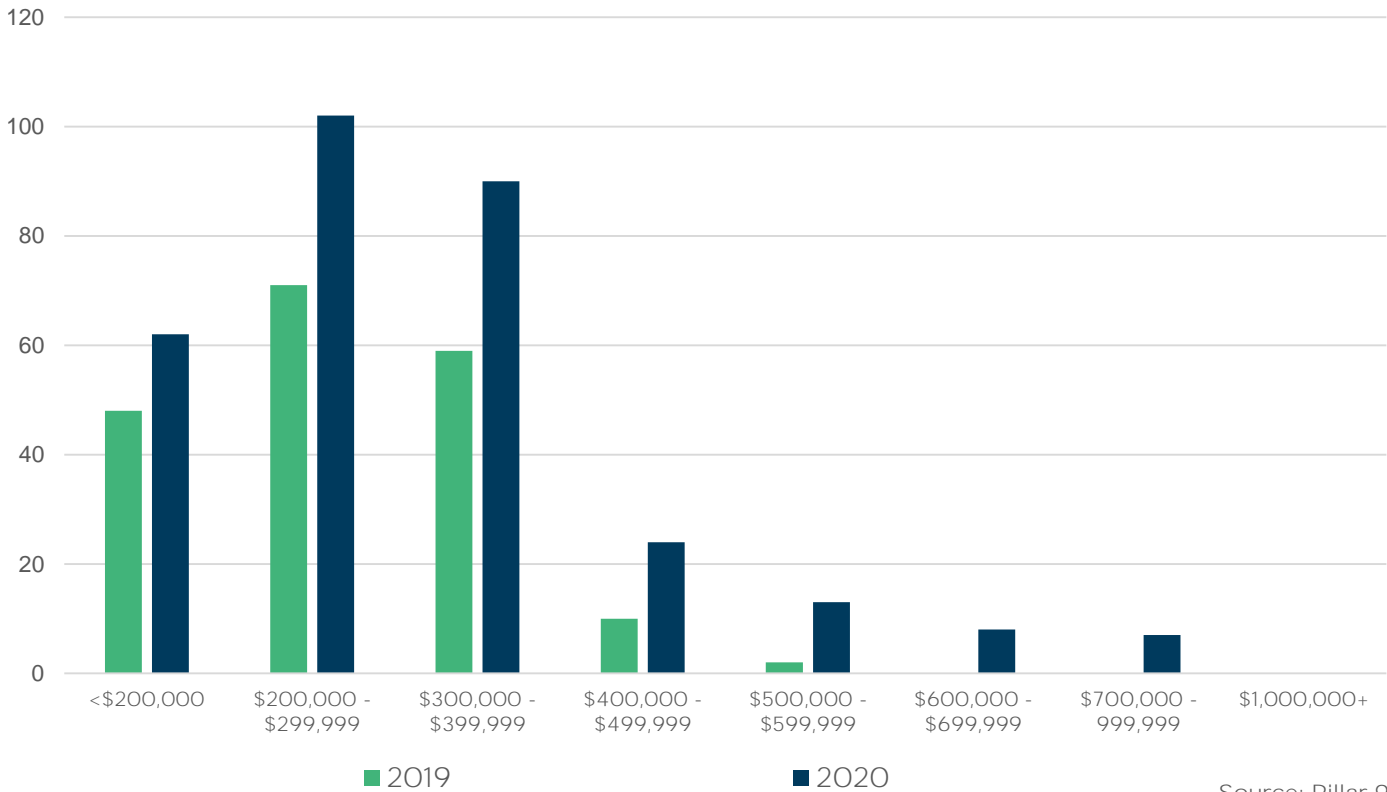
Year-to-Date

#####

	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	1754	10%	2663	-12%	999	-18%	66%	5.13	-26%	NA	NA
Semi	114	43%	138	-13%	51	-7%	83%	4.06	-35%	NA	NA
Row	117	3%	202	-21%	96	-7%	58%	7.37	-10%	NA	NA
Apartment	75	-24%	165	-6%	75	-11%	45%	8.95	18%	NA	NA
Total Residential	2060	9%	3168	-13%	1225	-16%	65%	5.35	-23%	NA	NA

Residential Sales by Price Range

September



Source: Pillar 9

September 2020

September 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	176	59%	210	7%	616	-21%	84%	3.50	-21%	\$314,063	12%
Cardston County	12	100%	12	20%	56	-29%	100%	4.67	-29%	\$250,673	2%
Forty Mile County Nc	2	-67%	3	-40%	38	-17%	67%	19.00	-17%	\$228,500	44%
Waterton ID	0	NA	1	NA	2	100%	0%	NA	100%	NA	NA
Lethbridge County	39	105%	45	29%	129	-18%	87%	3.31	-18%	\$343,816	21%
MD of Taber	19	-17%	41	86%	110	-24%	46%	5.79	-24%	\$270,105	15%
Pincher Creek No 9	3	-40%	10	-41%	48	-38%	30%	16.00	-38%	\$521,333	129%
Willow Creek No 26	33	57%	35	-13%	137	-30%	94%	4.15	-30%	\$272,136	49%
Crowsnest Pass	25	317%	19	19%	65	-32%	132%	2.60	-32%	\$294,388	16%
Vulcan County	17	183%	15	67%	72	-29%	113%	4.24	-29%	\$236,921	41%
Warner County No 5	26	225%	12	-8%	55	-4%	217%	2.12	-4%	\$256,494	19%
Total	306	61%	355	9%	1145	-23%	86%	3.74	-23%	\$306,585	NA

Year-to-Date

September 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	1259	4%	1906	-13%	688	-11%	66%	4.92	-11%	\$301,330	3%
Cardston County	67	24%	112	-15%	68	-12%	60%	9.16	-12%	\$246,357	-1%
Forty Mile County Nc	23	5%	52	-17%	41	-8%	44%	16.17	-8%	\$263,891	34%
Waterton ID	1	0%	2	0%	1	33%	50%	12.00	33%	\$1,150,000	64%
Lethbridge County	247	26%	376	-5%	131	-13%	66%	4.76	-13%	\$311,945	10%
MD of Taber	164	28%	234	-9%	106	-28%	70%	5.82	-28%	\$254,575	9%
Pincher Creek No 9	53	-22%	101	-27%	48	-39%	52%	8.21	-39%	\$376,552	39%
Willow Creek No 26	203	13%	320	-12%	144	-26%	63%	6.37	-26%	\$256,471	14%
Crowsnest Pass	102	26%	169	-13%	74	-25%	60%	6.50	-25%	\$284,487	18%
Vulcan County	70	32%	136	-17%	79	-24%	51%	10.10	-24%	\$255,686	27%
Warner County No 5	93	55%	140	5%	62	2%	66%	5.98	2%	\$236,350	18%
Total	2060	9%	3168	-13%	1225	-16%	65%	5.35	-23%	NA	NA

September 2020

	2020		2019		2018		% Change	
	September	YTD	September	YTD	September	YTD	September	YTD
Total # of Listings	355	3,168	325	3,629	361	3,744	9%	-13%
Total # of Sold	306	2,060	190	1,887	171	1,868	61%	9%
Total Sales Volume	\$93,815,099	\$600,540,351	\$49,619,044	\$521,950,885	\$44,926,100	\$500,530,939	89%	15%

Number of Units Sold by Price Range	2020		2019	
	September	YTD	September	YTD
<\$200,000	62	450	48	481
\$200,000 - \$299,999	102	761	71	703
\$300,000 - \$399,999	90	543	59	493
\$400,000 - \$499,999	24	175	10	119
\$500,000 - \$599,999	13	71	2	45
\$600,000 - \$699,999	8	31	0	21
\$700,000 - 999,999	7	26	0	23
\$1,000,000+	0	3	0	2

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$84,705,799	264	304	938
Other	\$9,109,300	42	51	207
Vacant Land	\$2,326,700	17	17	223
Total	\$96,141,799	323	372	1,368

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$6,520,000	5	5	45
Commercial	\$1,359,221	10	10	170
Total	\$7,879,221	15	15	215

Grand Total	\$104,021,020	338	387	1,583
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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	
	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD
Lethbridge	210	1906	176	1259	84%	66%	\$314,063	\$301,330	196	2190	111	1212	57%	55%	\$280,104	\$292,954
Barons	2	8	0	7	0%	88%	-	\$116,900	0	8	0	5	-	63%	-	\$113,480
Burdett	0	6	0	1	-	17%	-	\$220,000	1	3	1	1	100%	33%	\$55,000	\$55,000
Cardston	5	49	6	38	120%	78%	\$186,833	\$238,696	2	54	4	25	200%	46%	\$253,750	\$226,087
Carmangay	0	13	0	3	-	23%	-	\$177,167	0	15	0	4	-	27%	-	\$139,875
Champion	1	10	1	5	100%	50%	\$130,000	\$171,800	1	11	0	5	0%	45%	-	\$131,600
Claresholm	16	108	9	66	56%	61%	\$230,556	\$218,236	17	110	6	58	35%	53%	\$197,250	\$209,626
Coaldale	19	179	20	124	105%	69%	\$343,584	\$316,128	11	175	9	92	82%	53%	\$271,803	\$254,660
Coutts	0	5	1	3	-	60%	\$345,500	\$143,333	1	9	0	5	0%	56%	-	\$80,400
Cowley	0	4	0	1	-	25%	-	\$410,000	1	11	0	2	0%	18%	-	\$132,500
Crowsnest Pass	0	32	9	10	-	31%	\$401,889	\$411,200	0	12	0	1	-	8%	-	\$669,000
Foremost	0	5	0	4	-	80%	-	\$147,500	0	8	0	4	-	50%	-	\$185,250
Fort Macleod	5	63	5	49	100%	78%	\$189,800	\$194,984	7	99	7	51	100%	52%	\$94,500	\$181,958
Glenwood	2	10	0	1	0%	10%	-	\$142,000	0	6	0	2	-	33%	-	\$264,500
Granum	1	11	2	6	200%	55%	\$182,500	\$218,083	2	20	1	7	50%	35%	\$342,000	\$172,357
Grassy Lake	0	5	1	5	-	100%	\$305,000	\$162,600	0	8	2	4	-	50%	\$225,000	\$196,500
Hill Spring	2	10	0	3	0%	30%	-	\$160,977	1	14	1	6	100%	43%	\$227,500	\$212,917
Johnson's Addition	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Lomond	1	10	1	3	100%	30%	\$285,000	\$156,667	0	7	0	3	-	43%	-	\$91,333
Magrath	1	28	5	20	500%	71%	\$273,814	\$254,329	6	43	1	13	17%	30%	\$233,000	\$298,231
Milk River	1	32	5	11	500%	34%	\$174,900	\$153,566	3	20	1	6	33%	30%	\$23,600	\$104,100
Nobleford	5	41	6	29	120%	71%	\$285,025	\$290,522	1	30	4	26	400%	87%	\$269,950	\$279,800
Picture Butte	5	48	3	30	60%	63%	\$388,333	\$253,247	4	48	5	23	125%	48%	\$280,300	\$247,261
Pincher Creek	5	59	1	37	20%	63%	\$225,000	\$262,534	11	86	4	47	36%	55%	\$233,500	\$243,371
Pincher Station	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Raymond	10	74	17	54	170%	73%	\$272,285	\$263,171	5	65	5	35	100%	54%	\$305,400	\$235,031
Stavely	4	21	3	13	75%	62%	\$139,833	\$184,896	0	14	1	5	-	36%	\$75,000	\$181,800
Stirling	0	9	2	12	-	133%	\$356,250	\$272,167	1	18	1	9	100%	50%	\$167,000	\$256,722
Taber	26	171	10	122	38%	71%	\$265,750	\$248,674	17	185	12	89	71%	48%	\$201,700	\$248,034
Vauxhall	7	25	3	19	43%	76%	\$117,000	\$173,737	1	26	3	16	300%	62%	\$267,667	\$145,438
Vulcan	5	43	9	24	180%	56%	\$214,517	\$239,521	3	48	2	18	67%	38%	\$120,000	\$194,106
Warner	1	11	1	8	100%	73%	\$107,500	\$106,219	1	14	1	4	100%	29%	\$10,000	\$87,000
Coalhurst	9	55	7	33	78%	60%	\$298,929	\$289,824	10	74	0	29	0%	39%	-	\$290,614
Barnwell	2	13	1	6	50%	46%	\$332,500	\$358,917	1	16	4	9	400%	56%	\$320,000	\$267,500
Aetna	0	0	0	2	-	-	-	\$240,000	1	4	0	2	0%	50%	-	\$265,000
Beaver Mines	1	2	1	2	100%	100%	\$390,000	\$367,500	1	4	0	1	0%	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	0	2	-	50%	-	\$700,000	1	5	0	1	0%	20%	-	\$380,000
Enchant	0	3	1	3	-	100%	\$330,000	\$317,333	1	8	1	5	100%	63%	\$192,500	\$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	
	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD
Etzikom	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Hays	1	4	0	0	0%	0%	-	-	0	2	1	3	-	150%	\$260,000	\$194,000
Iron Springs	0	0	0	0	-	-	-	-	0	4	0	2	-	50%	-	\$263,750
Lowland Heights	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	3	18	0	5	0%	28%	-	\$999,700	1	12	1	4	100%	33%	\$205,000	\$166,375
Manyberries	0	4	0	2	-	50%	-	\$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	1	3	0	2	0%	67%	-	\$363,000	0	5	0	1	-	20%	-	\$170,000
New Dayton	0	1	0	1	-	100%	-	\$150,000	1	1	0	0	0%	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	0	0	0	1	-	-	-	\$450,000	0	1	0	0	-	0%	-	-
Shaughnessy	1	8	0	4	0%	50%	-	\$80,625	1	7	0	2	0%	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	1	0	1	-	100%	-	\$427,000
Twin Butte	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Waterton Park	1	2	0	1	0%	50%	-	\$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	-	-	-	-	0	1	0	0	-	0%	-	-
Skiff	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Kirkcaldy	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Moon River Estates	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Orton	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$399,500
Parkland	0	1	1	1	-	100%	\$427,500	\$427,500	0	2	1	2	-	100%	\$294,000	\$229,500
Rural Cardson County	1	7	1	1	100%	14%	\$518,000	\$518,000	0	2	0	2	-	100%	-	\$410,000
Rural Forty Mile County	0	9	0	4	-	44%	-	\$519,000	0	7	0	2	-	29%	-	\$287,500
Rural Lethbridge County	4	29	2	15	50%	52%	\$686,250	\$599,860	7	38	1	12	14%	32%	\$489,000	\$659,808
Rural Pincher Creek MD	0	17	1	8	-	47%	\$949,000	\$512,500	3	25	0	14	0%	56%	-	\$417,000
Rural Ranchland MD	0	0	0	1	-	-	-	\$1,050,000	0	1	0	0	-	0%	-	-
Rural Taber MD	5	12	3	8	60%	67%	\$385,333	\$467,813	2	11	0	2	0%	18%	-	\$373,750
Rural Vulcan County	6	49	3	28	50%	57%	\$305,667	\$316,714	3	64	3	18	100%	28%	\$210,333	\$269,965
Rural Warner County	0	6	0	2	-	33%	-	\$431,550	1	5	0	0	0%	0%	-	-
Rural Willow Creek MD	3	43	6	31	200%	72%	\$477,333	\$452,315	5	54	1	16	20%	30%	\$385,000	\$398,219