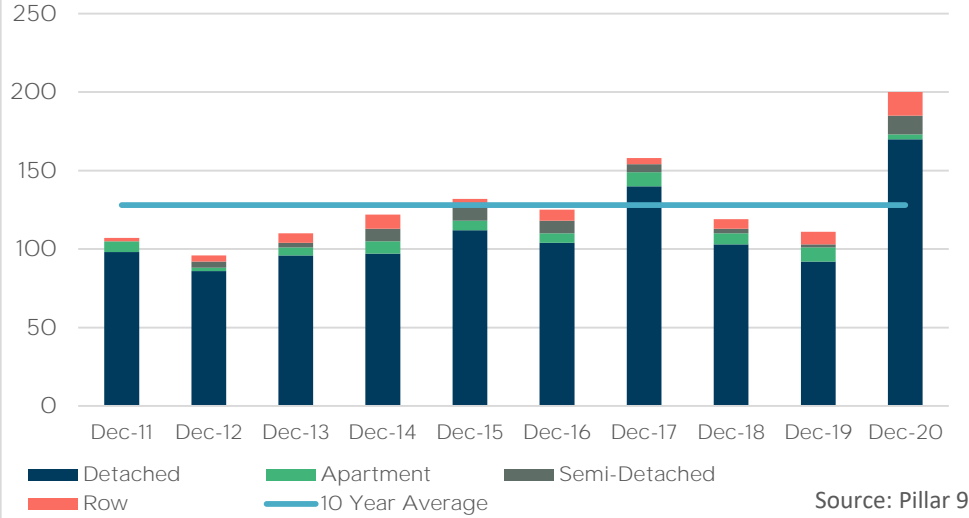


December 2020

Monthly Sales Comparison



SALES

200

↑ 80.2% Y/Y ↑ 14.2% YTD

NEW LISTINGS

164

↓ 0.6% Y/Y ↓ 10.6% YTD

INVENTORY

799

↓ 26.0% Y/Y → Monthly trend*

MONTHS OF SUPPLY

4.00

↓ 26.0% Y/Y → Monthly trend*

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

TOTAL RESIDENTIAL AVG PRICE

\$ 298,693

↑ 20.0% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 312,106

↑ 21.6% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 218,708

↑ 4.1% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 232,136

↑ 9.7% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 191,333

↓ 9.1% Y/Y → Monthly trend*

December 2020

December 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	170	85%	129	0%	637	-29%	132%	3.75	-29%	\$312,106	22%
Semi	12	500%	13	0%	39	-17%	92%	3.25	-17%	\$218,708	4%
Row	15	88%	11	0%	71	-11%	136%	4.73	-11%	\$232,136	10%
Apartment	3	-67%	11	-8%	58	26%	27%	19.33	26%	\$191,333	-9%
Total Residential	200	80%	164	-1%	799	-26%	122%	4.00	-26%	\$298,693	20%

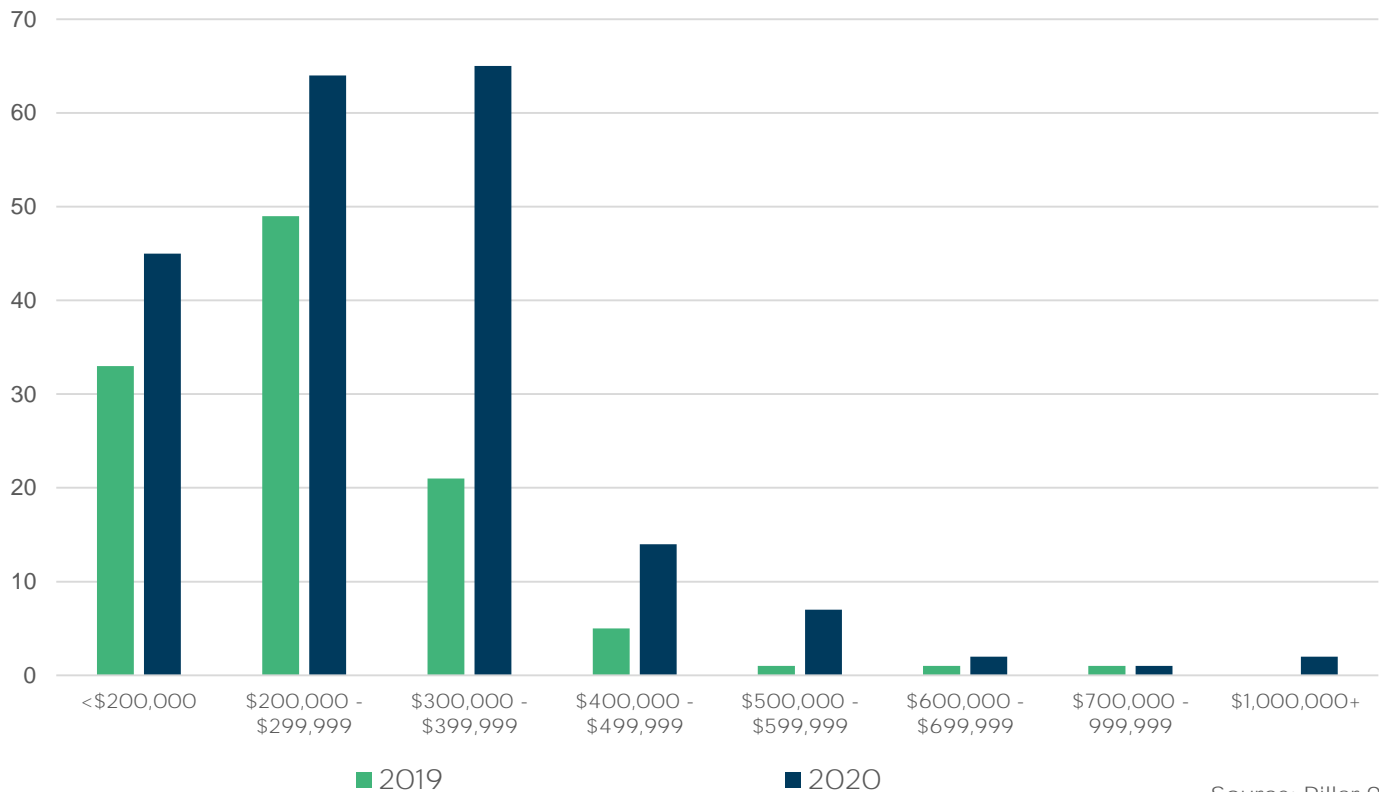
Year-to-Date

December 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	2340	16%	3238	-11%	942	-20%	72%	4.83	-31%	\$305,321	6%
Semi	137	33%	188	-4%	50	-7%	73%	4.36	-30%	\$241,969	0%
Row	168	5%	258	-17%	92	-7%	65%	6.57	-11%	\$238,999	4%
Apartment	94	-20%	206	-3%	73	-5%	46%	9.31	20%	\$166,643	-1%
Total Residential	2739	14%	3890	-11%	1160	-17%	70%	5.08	-28%	\$293,325	6%

Residential Sales by Price Range

December



Source: Pillar 9

December 2020

December 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	116	81%	98	11%	447	-23%	118%	3.85	-23%	\$300,495	14%
Cardston County	5	400%	6	50%	34	-51%	83%	6.80	-51%	\$586,400	86%
Forty Mile County No 9	3	200%	2	0%	27	-36%	150%	9.00	-36%	\$168,000	-45%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	24	50%	20	-23%	77	-35%	120%	3.21	-35%	\$268,465	-12%
MD of Taber	15	275%	8	-53%	87	-23%	188%	5.80	-23%	\$338,183	46%
Pincher Creek No 9	5	0%	2	-78%	31	-28%	250%	6.20	-28%	\$332,800	52%
Willow Creek No 26	10	-23%	22	47%	89	-33%	45%	8.90	-33%	\$342,250	45%
Crowsnest Pass	19	90%	12	33%	42	-24%	158%	2.21	-24%	\$262,916	48%
Vulcan County	6	-25%	9	50%	52	-22%	67%	8.67	-22%	\$209,267	-2%
Warner County No 5	8	60%	9	125%	39	-29%	89%	4.88	-29%	\$174,900	34%
Total	200	80%	164	-1%	799	-26%	122%	4.00	-26%	\$298,693	NA

Year-to-Date

December 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	1666	9%	2366	-10%	652	-13%	70%	4.70	-13%	\$301,708	4%
Cardston County	91	32%	130	-18%	61	-19%	70%	8.08	-19%	\$275,240	10%
Forty Mile County No 9	32	7%	63	-22%	39	-13%	51%	14.78	-13%	\$251,529	26%
Waterton ID	2	100%	2	-33%	1	25%	100%	7.50	25%	\$946,000	35%
Lethbridge County	336	30%	458	-7%	121	-17%	73%	4.32	-17%	\$312,952	7%
MD of Taber	210	31%	278	-9%	104	-26%	76%	5.94	-26%	\$256,676	3%
Pincher Creek No 9	68	-25%	114	-33%	46	-36%	60%	8.12	-36%	\$358,532	37%
Willow Creek No 26	272	21%	385	-6%	133	-27%	71%	5.88	-27%	\$254,426	7%
Crowsnest Pass	151	37%	213	-9%	68	-25%	71%	5.42	-25%	\$288,477	23%
Vulcan County	92	28%	160	-17%	75	-22%	58%	9.74	-22%	\$242,197	16%
Warner County No 5	119	61%	167	7%	58	-4%	71%	5.82	-4%	\$239,202	19%
Total	2739	14%	3890	-11%	1160	-17%	70%	5.08	-28%	\$293,325	6%

December 2020

	2020		2019		2018		% Change	
	December	YTD	December	YTD	December	YTD	December	YTD
Total # of Listings	164	3,890	165	4,352	167	4,514	-1%	-11%
Total # of Sold	200	2,739	111	2,398	119	2,364	80%	14%
Total Sales Volume	\$59,738,640	\$803,416,719	\$27,620,400	\$664,634,445	\$35,874,342	\$635,231,916	116%	21%

Number of Units	2020		2019	
	December	YTD	December	YTD
Sold by Price Range				
<\$200,000	45	590	33	608
\$200,000 - \$299,999	64	996	49	893
\$300,000 - \$399,999	65	750	21	614
\$400,000 - \$499,999	14	231	5	160
\$500,000 - \$599,999	7	92	1	60
\$600,000 - \$699,999	2	38	1	29
\$700,000 - 999,999	1	36	1	32
\$1,000,000+	2	6	0	2

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$53,058,100	170	129	637
Other	\$6,680,540	30	35	162
Vacant Land	\$4,322,500	7	7	248
Total	\$64,061,140	207	171	1,047

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	#N/A	0	#N/A	33
Commercial	\$1,031,128	6	6	134
Total	#N/A	6	#N/A	167

Grand Total	#N/A	213	#N/A	1,214
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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	
	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	
Lethbridge	98	2366	116	1666	118%	70%	\$300,495	\$301,708	88	2625	64	1527	73%	58%	\$264,311	\$291,329
Barons	0	10	0	9	-	90%	-	\$156,478	1	9	0	5	0%	56%	-	\$113,480
Burdett	0	6	0	1	-	17%	-	\$220,000	0	5	1	3	-	60%	\$307,000	\$164,000
Cardston	3	61	1	50	33%	82%	\$289,000	\$250,809	1	70	1	31	100%	44%	\$315,000	\$229,054
Carmangay	2	18	0	5	0%	28%	-	\$135,500	0	16	0	5	-	31%	-	\$159,900
Champion	0	10	0	6	-	60%	-	\$157,333	1	15	2	7	200%	47%	\$215,000	\$155,429
Claresholm	9	135	3	88	33%	65%	\$128,500	\$213,401	6	121	8	71	133%	59%	\$186,563	\$211,242
Coaldale	11	222	10	165	91%	74%	\$285,600	\$313,788	11	222	3	117	27%	53%	\$287,333	\$271,668
Coutts	1	6	0	3	0%	50%	-	\$143,333	0	9	1	7	-	78%	\$15,000	\$64,143
Cowley	1	5	0	1	0%	20%	-	\$410,000	0	11	0	4	-	36%	-	\$187,875
Crowsnest Pass	1	30	1	18	100%	60%	\$202,500	\$420,500	2	15	0	1	0%	7%	-	\$669,000
Foremost	0	7	0	4	-	57%	-	\$147,500	0	8	0	4	-	50%	-	\$185,250
Fort Macleod	6	80	2	67	33%	84%	\$146,000	\$205,193	5	112	2	60	40%	54%	\$309,000	\$190,681
Glenwood	1	12	0	2	0%	17%	-	\$198,450	0	7	0	2	-	29%	-	\$264,500
Granum	0	11	0	8	-	73%	-	\$213,312	1	21	0	11	0%	52%	-	\$151,645
Grassy Lake	0	6	0	5	-	83%	-	\$162,600	2	11	0	4	0%	36%	-	\$196,500
Hill Spring	0	10	2	5	-	50%	\$466,500	\$283,186	0	14	0	7	-	50%	-	\$211,786
Johnson's Addition	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lomond	5	16	1	4	20%	25%	\$126,700	\$149,175	0	11	1	4	-	36%	\$115,000	\$97,250
Magrath	1	30	1	24	100%	80%	\$510,000	\$246,586	1	47	0	21	0%	45%	-	\$288,976
Milk River	1	37	1	15	100%	41%	\$250,300	\$143,235	0	24	1	9	-	38%	\$68,000	\$106,511
Nobleford	0	47	2	37	-	79%	\$145,450	\$278,758	1	38	2	31	200%	82%	\$300,250	\$285,155
Picture Butte	3	59	7	46	233%	78%	\$286,214	\$263,748	4	62	4	32	100%	52%	\$212,500	\$264,125
Pincher Creek	1	68	4	48	400%	71%	\$318,500	\$264,191	7	110	5	67	71%	61%	\$218,700	\$242,491
Pincher Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Raymond	6	91	6	74	100%	81%	\$180,667	\$259,750	1	79	2	41	200%	52%	\$174,000	\$245,759
Stavely	0	22	0	17	-	77%	-	\$183,156	1	19	1	9	100%	47%	\$225,000	\$199,600
Stirling	1	10	0	12	0%	120%	-	\$272,167	2	21	0	9	0%	43%	-	\$256,722
Taber	6	205	11	155	183%	76%	\$263,068	\$248,176	14	223	4	118	29%	53%	\$231,625	\$257,157
Vauxhall	1	29	1	27	100%	93%	\$253,000	\$169,547	0	28	0	16	-	57%	-	\$145,438
Vulcan	1	49	3	35	300%	71%	\$142,967	\$225,097	3	59	3	23	100%	39%	\$172,000	\$185,430
Warner	0	13	1	9	-	69%	\$64,900	\$101,628	1	16	1	6	100%	38%	\$220,000	\$109,667
Coalhurst	3	64	2	45	67%	70%	\$289,000	\$292,447	3	89	4	44	133%	49%	\$245,250	\$278,539
Barnwell	1	15	0	8	0%	53%	-	\$371,688	1	20	0	11	0%	55%	-	\$329,509
Aetna	0	0	0	2	-	-	-	\$240,000	0	4	0	2	-	50%	-	\$265,000
Beaver Mines	0	2	1	3	-	150%	\$390,000	\$375,000	0	4	0	1	-	25%	-	\$266,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	1	2	1	1	100%	50%	\$124,750	\$124,750	0	2	0	2	-	100%	-	\$260,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$64,000
Diamond City	0	6	0	3	-	50%	-	\$743,333	1	8	0	2	0%	25%	-	\$281,052
Enchant	0	3	0	3	-	100%	-	\$317,333	0	10	0	5	-	50%	-	\$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	
	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	YTD	
Etzikom	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Hays	0	4	1	1	-	25%	\$54,000	\$54,000	0	2	0	3	-	150%	-	\$194,000
Iron Springs	0	0	0	0	-	-	-	-	0	4	0	3	-	75%	-	\$375,833
Lowland Heights	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Lundbreck	0	18	0	6	-	33%	-	\$852,750	1	15	0	5	0%	33%	-	\$143,100
Manyberries	0	4	0	2	-	50%	-	\$32,000	0	2	0	1	-	50%	-	\$21,000
Monarch	0	4	1	2	-	50%	\$130,000	\$110,000	1	4	0	1	0%	25%	-	\$222,500
Mountain View	0	3	0	4	-	133%	-	\$411,500	1	8	0	1	0%	13%	-	\$170,000
New Dayton	0	1	0	1	-	100%	-	\$150,000	0	1	0	0	-	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	\$450,000	-	-	-	-	-	-	-	-
Shaughnessy	0	9	0	4	-	44%	-	\$80,625	0	7	1	3	-	43%	\$130,000	\$70,333
Spring Coulee	0	1	0	0	-	0%	-	-	0	2	0	2	-	100%	-	\$278,750
Turin	0	1	0	1	-	100%	-	\$438,000	0	2	0	1	-	50%	-	\$427,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	0	2	-	100%	-	\$946,000	0	3	0	1	-	33%	-	\$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	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	1	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$50,000
Moon River Estates	-	-	1	1	-	-	\$590,000	\$590,000	-	-	-	-	-	-	-	-
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	8	1	4	-	50%	\$1,200,000	\$662,375	1	4	0	2	0%	50%	-	\$410,000
Rural Forty Mile County	0	9	1	5	-	56%	\$160,000	\$447,200	0	9	0	3	-	33%	-	\$306,667
Rural Lethbridge County	2	34	1	22	50%	65%	\$460,000	\$583,177	4	44	2	17	50%	39%	\$729,250	\$617,712
Rural Pincher Creek MD	0	19	0	10	-	53%	-	\$504,750	1	30	0	14	0%	47%	-	\$417,000
Rural Ranchland MD	-	-	-	-	-	-	-	\$1,050,000	-	-	-	-	-	-	-	-
Rural Taber MD	0	15	2	10	-	67%	\$936,000	\$561,450	0	12	0	3	-	25%	-	\$394,167
Rural Vulcan County	0	54	2	33	-	61%	\$350,000	\$308,924	1	69	2	25	200%	36%	\$326,900	\$291,999
Rural Warner County	0	7	0	3	-	43%	-	\$604,367	0	5	0	1	-	20%	-	\$289,000
Rural Willow Creek MD	3	50	3	39	100%	78%	\$640,000	\$451,763	1	62	1	23	100%	37%	\$500,000	\$480,283

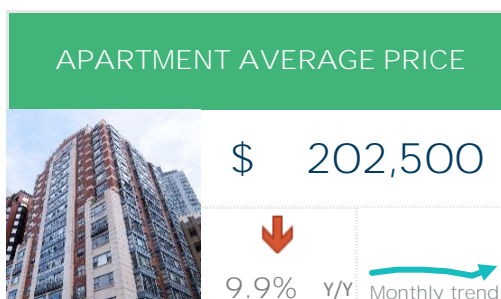
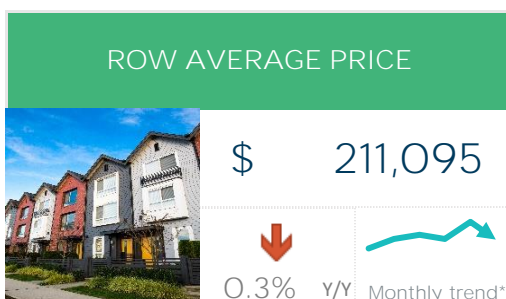
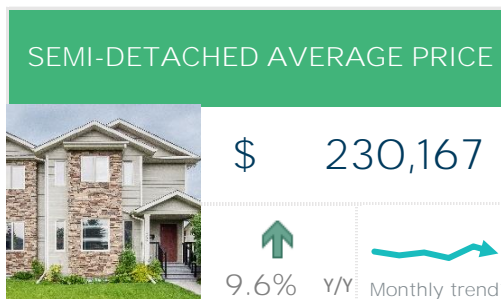
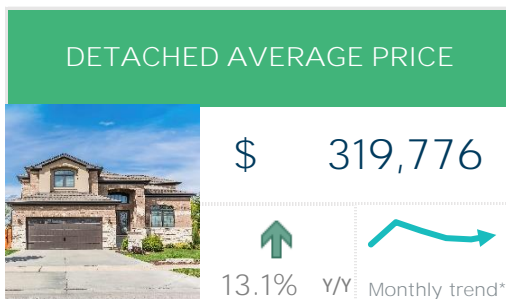
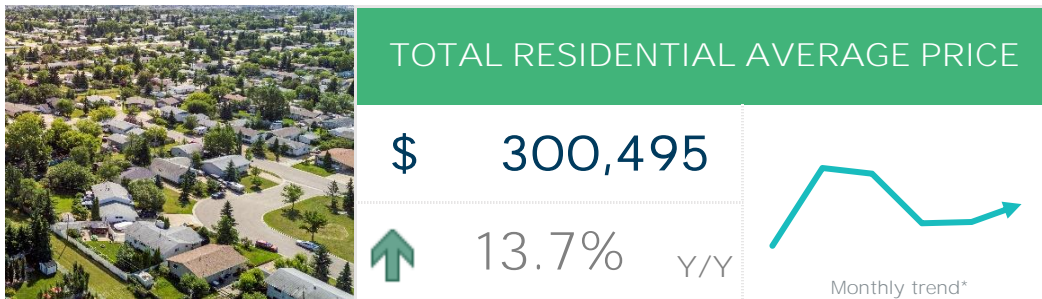
December 2020

Market Trend Summary

December sales reached new record high levels contributing to the annual sales gain of nine per cent. Lethbridge is the only larger city in the province to record this magnitude of annual sales growth and to see sales rise above long-term averages. Low lending rates combined with a workforce that is less reliant on sectors such as tourism and energy have helped support the strong rebound in this housing market.

While new listings did improve slightly compared to last year, in December overall new listings are well below long-term trends causing significant reductions in inventory levels.

With the sales to new listings ratio remaining above 80 per cent over the past four months, and the months of supply remaining relatively tight, it does not come as a surprise to see the impact on prices. On an annual basis, both average and median prices increased by over three per cent. The price gains were driven mostly by detached activity.



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

December 2020

December 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	94	104%	66	10%	296	-32%	142%	3.15	-67%	\$319,776	13%
Semi	9	350%	11	10%	34	-3%	82%	3.78	-78%	\$230,167	10%
Row	11	38%	11	38%	64	0%	100%	5.82	-27%	\$211,095	0%
Apartment	2	-75%	10	0%	53	18%	20%	26.50	371%	\$202,500	-10%
Total Residential	116	81%	98	11%	447	-23%	118%	3.85	-57%	\$300,495	14%

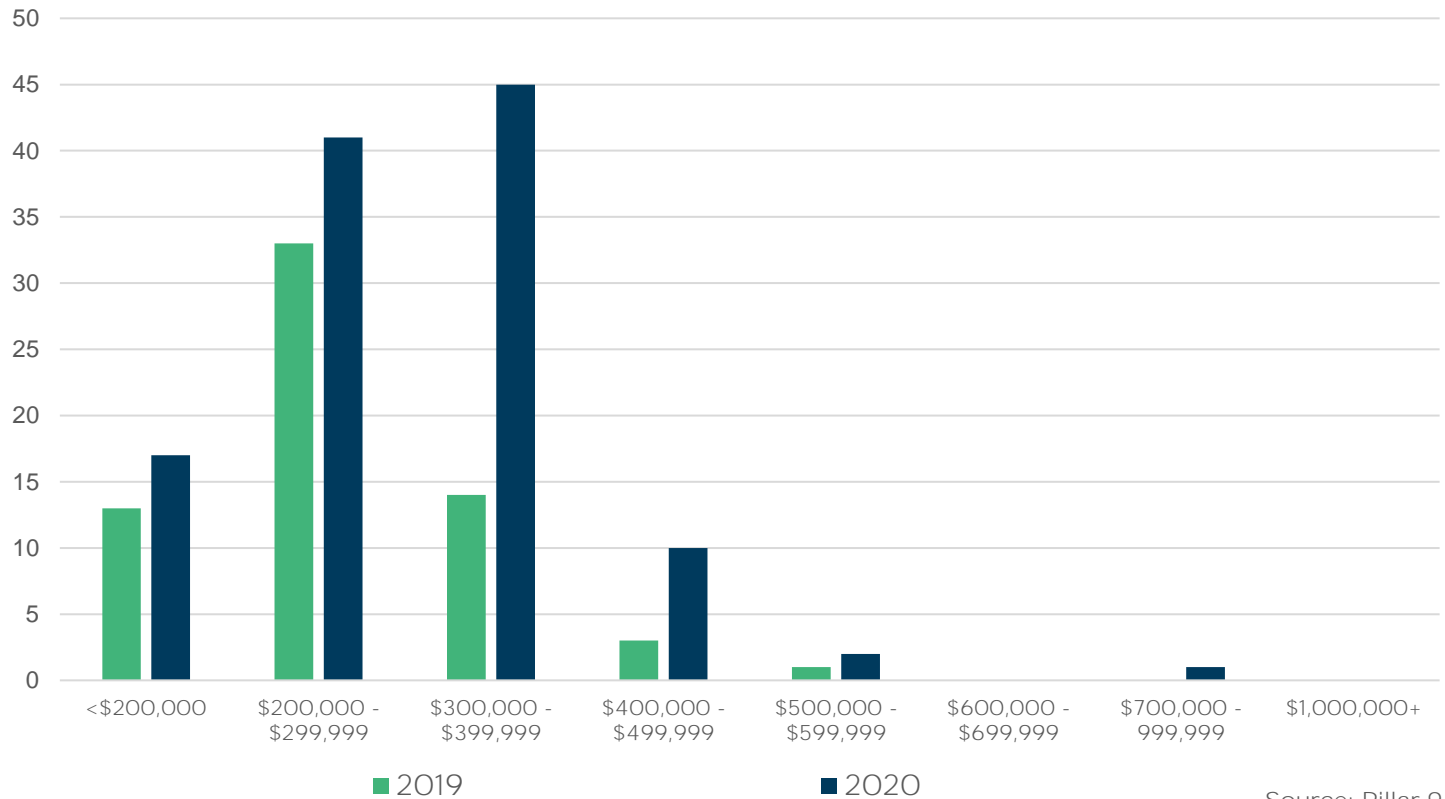
Year-to-Date

December 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	1338	11%	1803	-11%	462	-18%	74%	4.14	-27%	\$322,028	3%
Semi	106	18%	152	-3%	41	5%	70%	4.61	-11%	\$244,303	0%
Row	138	7%	226	-9%	81	11%	61%	7.03	4%	\$228,763	3%
Apartment	84	-21%	185	-7%	69	-2%	45%	9.82	24%	\$170,314	-2%
Total Residential	1666	9%	2366	-10%	652	-13%	70%	4.70	-20%	\$301,708	4%

Residential Sales by Price Range

December



Source: Pillar 9