

December 2021

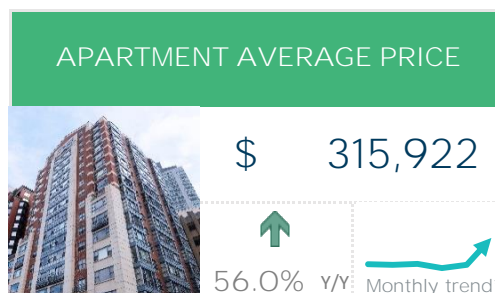
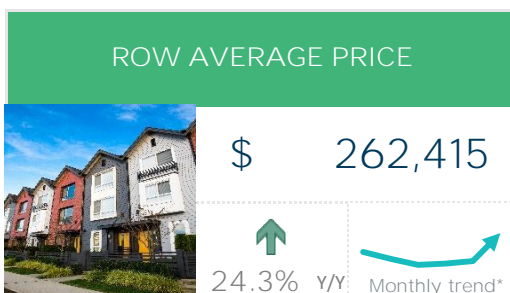
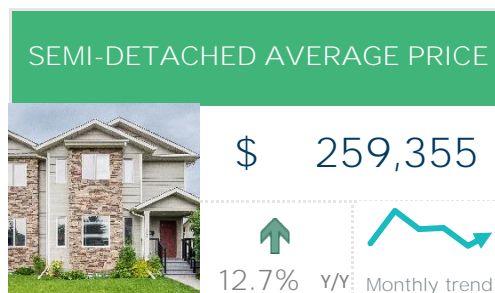
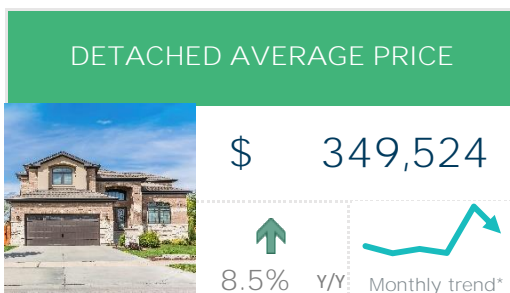
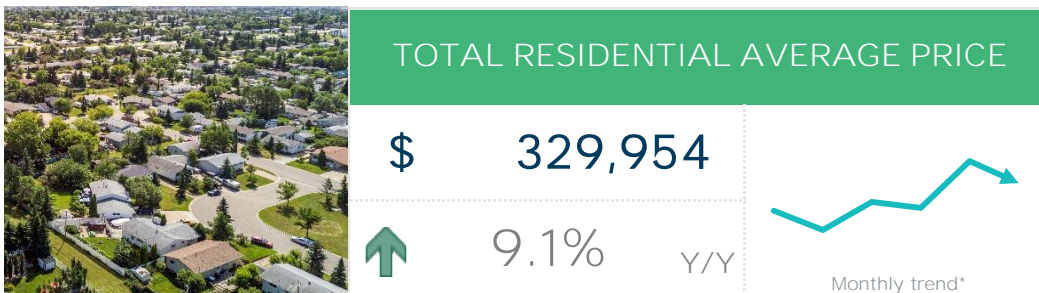
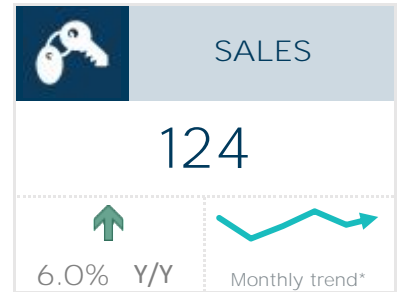


## Market Trend Summary

Throughout the year, sales activity in Lethbridge has been exceptionally strong. With 2,313 sales in 2021, levels not only hit new record highs but surpassed the previous record set in 2006 by 14 percent. Like many other locations, low lending rates and improved savings from those not impacted by COVID-19 shutdowns helped support the growth in demand. At the same time, Lethbridge has seen employment rates return to levels consistent with pre-pandemic figures.

While new listings in 2021 also improved, they were not enough to outweigh the growth in sales, leading inventory levels to drop. Average inventory levels in 2021 were nearly 30 percent lower than what is traditionally in the market, with December inventories reaching a low not seen since 2007.

The supply challenges have created persistent seller's market conditions throughout 2021, causing significant upward pressure on prices. On an annual basis, the average prices in the city rose by over six percent. However, price gains were much stronger in the detached sector, which increased by nearly nine percent, setting new record highs.



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

December 2021



December 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	91	-4%	64	-3%	204	-31%	142%	2.24	-28%	\$349,524	9%
Semi	11	22%	3	-73%	15	-56%	367%	1.36	-64%	\$259,355	13%
Row	13	18%	9	-18%	33	-48%	144%	2.54	-56%	\$262,415	24%
Apartment	9	350%	21	110%	75	44%	43%	8.33	-68%	\$315,922	56%
<b>Total Residential</b>	<b>124</b>	<b>6%</b>	<b>97</b>	<b>-1%</b>	<b>327</b>	<b>-27%</b>	<b>128%</b>	<b>2.64</b>	<b>-31%</b>	<b>\$329,954</b>	<b>9%</b>

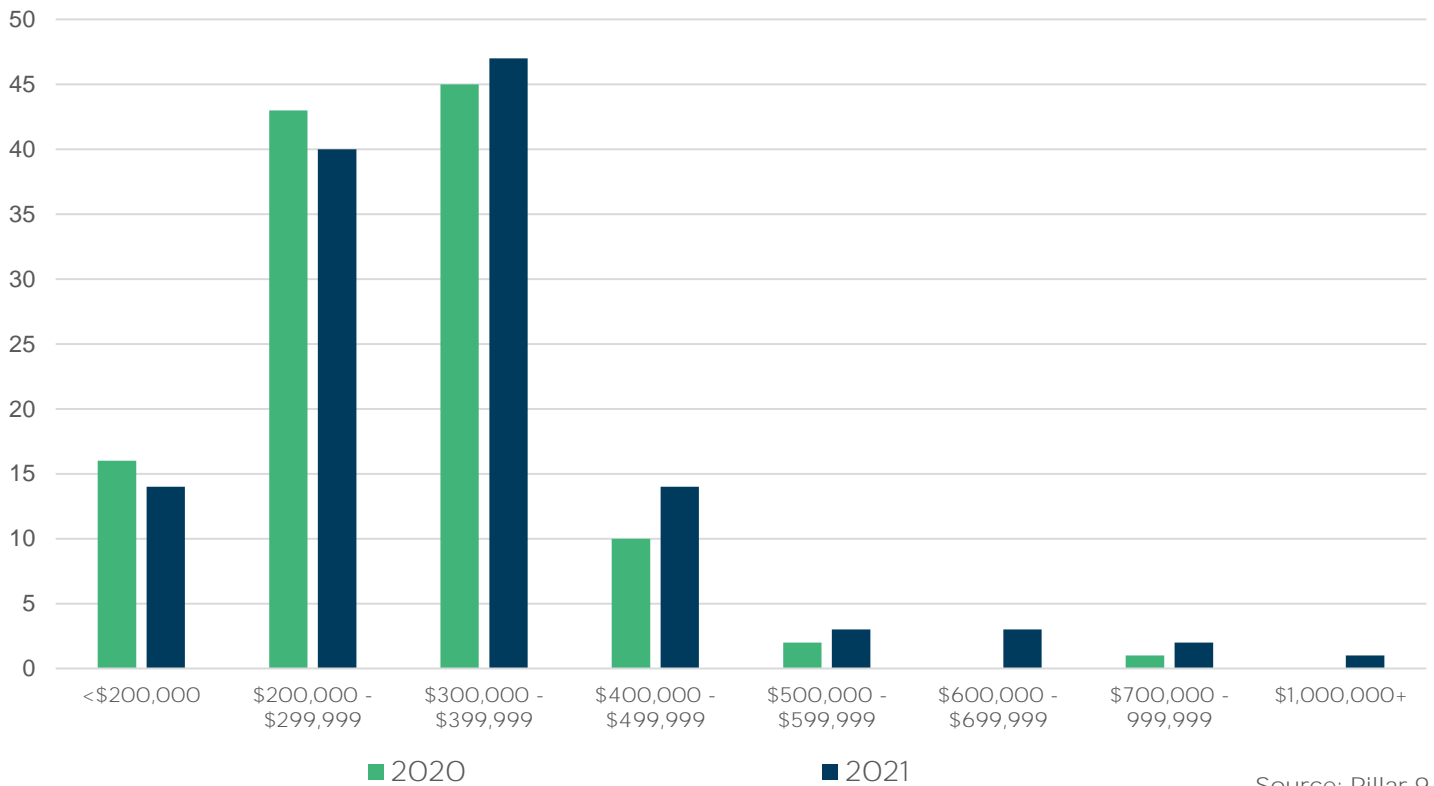
Year-to-Date

December 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	1761	32%	2005	11%	320	-31%	88%	2.18	-47%	\$350,987	9%
Semi	153	44%	173	14%	33	-20%	88%	2.55	-45%	\$259,979	6%
Row	236	71%	251	11%	58	-29%	94%	2.94	-58%	\$234,878	3%
Apartment	163	94%	294	60%	88	29%	55%	6.51	-33%	\$178,877	5%
<b>Total Residential</b>	<b>2313</b>	<b>39%</b>	<b>2723</b>	<b>15%</b>	<b>499</b>	<b>-24%</b>	<b>85%</b>	<b>2.59</b>	<b>-45%</b>	<b>\$320,991</b>	<b>6%</b>

Residential Sales by Price Range

December

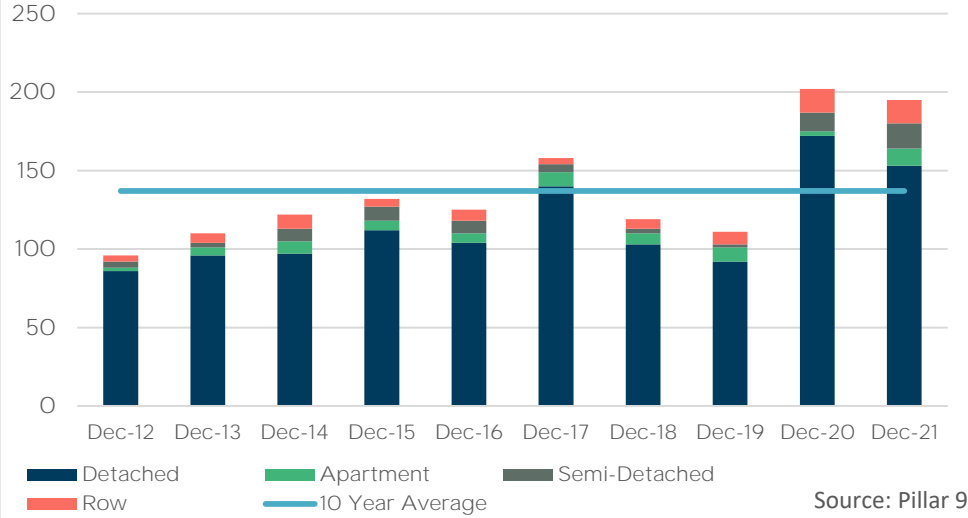


Source: Pillar 9

December 2021



## Monthly Sales Comparison



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

**SALES**

195

3.5% Y/Y

33.2% YTD

**NEW LISTINGS**

150

9.1% Y/Y

13.1% YTD

**TOTAL RESIDENTIAL AVG PRICE**

\$ 316,284

5.8%

Y/Y

Monthly trend\*

**DETACHED AVG PRICE**

\$ 329,048

5.3%

Y/Y

Monthly trend\*

**SEMI-DETACHED AVG PRICE**

\$ 256,775

17.4%

Y/Y

Monthly trend\*

**INVENTORY**

581

26.7% Y/Y

Monthly trend\*

**ROW AVG PRICE**

\$ 265,293

14.3%

Y/Y

Monthly trend\*

**APARTMENT AVG PRICE**

\$ 294,845

54.1%

Y/Y

Monthly trend\*

**MONTHS OF SUPPLY**

2.98

26.7% Y/Y

Monthly trend\*

December 2021



December 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	153	-11%	117	-10%	443	-30%	131%	2.90	-30%	\$329,048	5%
Semi	16	33%	3	-77%	24	-41%	533%	1.50	-41%	\$256,775	17%
Row	15	0%	10	-9%	37	-47%	150%	2.47	-47%	\$265,293	14%
Apartment	11	267%	20	82%	77	35%	55%	7.00	35%	\$294,845	54%
<b>Total Residential</b>	<b>195</b>	<b>-3%</b>	<b>150</b>	<b>-9%</b>	<b>581</b>	<b>-27%</b>	<b>130%</b>	<b>2.98</b>	<b>-27%</b>	<b>\$316,284</b>	<b>6%</b>

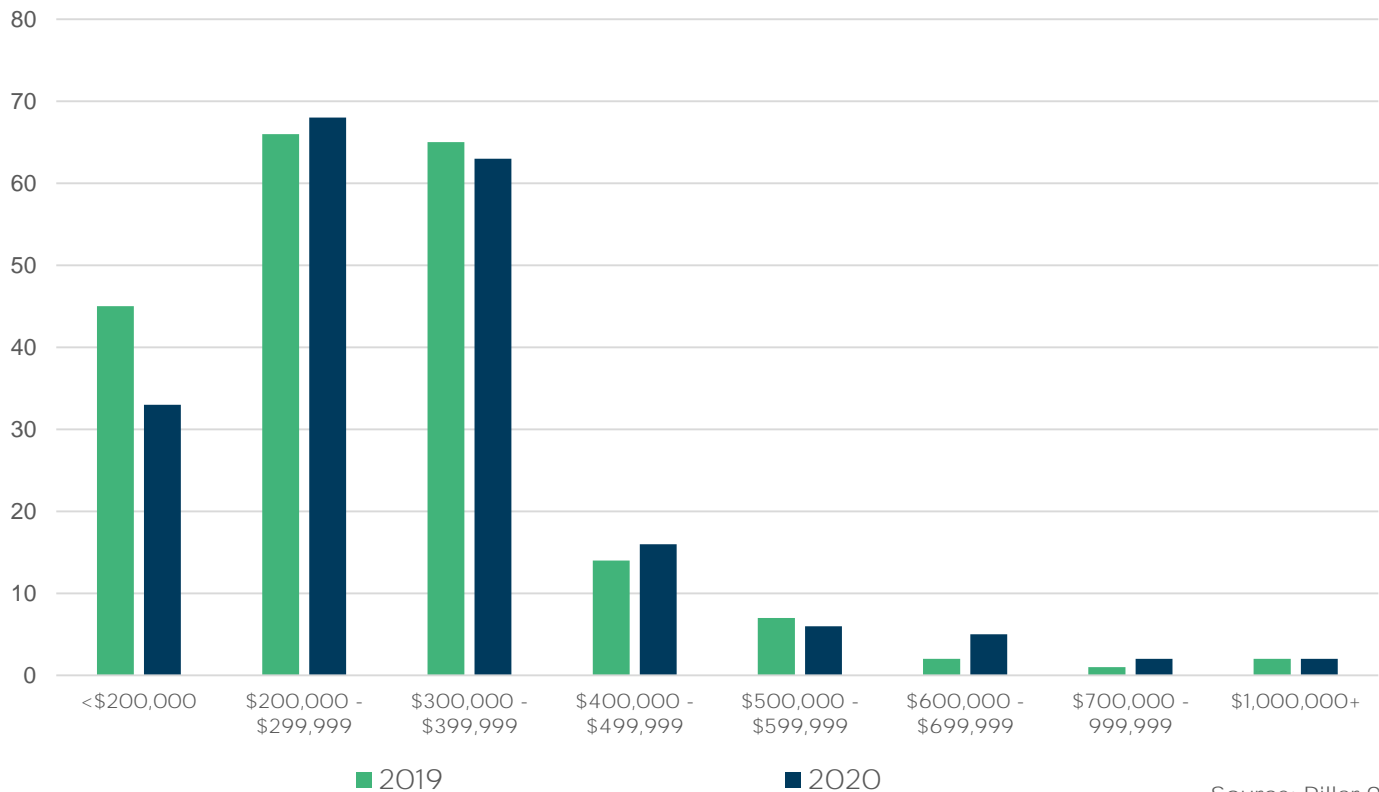
Year-to-Date

December 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	3005	28%	3559	10%	658	-30%	84%	2.63	-45%	\$332,710	9%
Semi	197	44%	227	19%	44	-12%	87%	2.71	-39%	\$261,736	8%
Row	264	57%	296	15%	67	-26%	89%	3.06	-53%	\$241,156	1%
Apartment	184	96%	314	53%	93	28%	59%	6.07	-35%	\$176,010	6%
<b>Total Residential</b>	<b>3650</b>	<b>33%</b>	<b>4396</b>	<b>13%</b>	<b>854</b>	<b>-26%</b>	<b>83%</b>	<b>2.81</b>	<b>-45%</b>	<b>\$314,358</b>	<b>7%</b>

## Residential Sales by Price Range

December



Source: Pillar 9

December 2021



December 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	124	6%	97	-1%	327	-27%	128%	2.64	-27%	\$329,954	9%
Cardston County	6	20%	8	33%	27	-18%	75%	4.50	-18%	\$202,083	-66%
Forty Mile County Nc	3	0%	3	50%	21	-22%	100%	7.00	-22%	\$132,000	-21%
Waterton ID	0	NA	0	NA	2	100%	NA	NA	100%	NA	NA
Lethbridge County	17	-29%	12	-40%	57	-25%	142%	3.35	-25%	\$457,371	70%
MD of Taber	23	53%	12	50%	56	-36%	192%	2.43	-36%	\$246,783	-27%
Pincher Creek No 9	5	0%	7	250%	25	-19%	71%	5.00	-19%	\$282,500	-15%
Willow Creek No 26	15	36%	8	-65%	52	-42%	188%	3.47	-42%	\$224,593	-30%
Crowsnest Pass	9	-53%	10	-17%	31	-26%	90%	3.44	-26%	\$302,777	15%
Vulcan County	3	-50%	5	-44%	27	-49%	60%	9.00	-49%	\$247,667	18%
Warner County No 5	6	-25%	4	-56%	34	-15%	150%	5.67	-15%	\$214,983	23%
<b>Total</b>	<b>195</b>	<b>-3%</b>	<b>150</b>	<b>-9%</b>	<b>581</b>	<b>-27%</b>	<b>130%</b>	<b>2.98</b>	<b>-27%</b>	<b>\$316,284</b>	<b>NA</b>

Year-to-Date

December 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	2313	39%	2723	15%	499	-24%	85%	2.59	-24%	\$320,991	6%
Cardston County	94	3%	127	-2%	36	-40%	74%	4.61	-40%	\$286,331	4%
Forty Mile County Nc	44	38%	80	27%	34	-15%	55%	9.16	-15%	\$209,131	-17%
Waterton ID	1	-50%	4	100%	2	40%	25%	21.00	40%	\$1,950,000	106%
Lethbridge County	404	20%	491	7%	80	-33%	82%	2.38	-33%	\$343,063	10%
MD of Taber	254	21%	316	13%	90	-14%	80%	4.26	-14%	\$286,480	12%
Pincher Creek No 9	131	93%	156	37%	33	-29%	84%	3.00	-29%	\$344,526	-4%
Willow Creek No 26	288	5%	363	-6%	79	-40%	79%	3.31	-40%	\$268,293	6%
Crowsnest Pass	197	30%	249	17%	47	-32%	79%	2.84	-32%	\$309,100	7%
Vulcan County	132	43%	158	-2%	40	-47%	84%	3.64	-47%	\$259,941	7%
Warner County No 5	137	15%	180	7%	37	-37%	76%	3.22	-37%	\$245,638	3%
<b>Total</b>	<b>3650</b>	<b>33%</b>	<b>4396</b>	<b>13%</b>	<b>854</b>	<b>-26%</b>	<b>83%</b>	<b>2.81</b>	<b>-45%</b>	<b>\$314,358</b>	<b>7%</b>

December 2021



	2021		2020		2019		% Change	
	December	YTD	December	YTD	December	YTD	December	YTD
Total # of Listings	150	4,396	165	3,888	165	4,352	-9%	13%
Total # of Sold	195	3,650	202	2,740	111	2,398	-3%	33%
Total Sales Volume	\$61,675,458	\$1,147,407,830	\$60,405,640	\$804,065,719	\$27,620,400	\$664,634,445	2%	43%

Number of Units	2021		2020	
	December	YTD	December	YTD
Sold by Price Range				
<\$200,000	33	687	45	589
\$200,000 - \$299,999	68	1194	66	998
\$300,000 - \$399,999	63	1058	65	750
\$400,000 - \$499,999	16	396	14	231
\$500,000 - \$599,999	6	165	7	92
\$600,000 - \$699,999	5	81	2	38
\$700,000 - 999,999	2	53	1	36
\$1,000,000+	2	16	2	6

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$50,344,358	153	117	443
Other	\$11,331,100	42	33	138
Vacant Land	\$2,912,500	9	9	202
<b>Total</b>	<b>\$64,587,958</b>	<b>204</b>	<b>159</b>	<b>783</b>

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$3,295,000	3	3	16
Commercial	\$264,500	2	2	139
<b>Total</b>	<b>\$3,559,500</b>	<b>5</b>	<b>5</b>	<b>155</b>

<b>Grand Total</b>	<b>\$68,147,458</b>	<b>209</b>	<b>164</b>	<b>938</b>
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# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2021								2020							
	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	97	2723	124	2313	128%	85%	\$329,954	\$320,991	98	2364	117	1667	119%	71%	\$302,559	\$302,066
Barons	2	13	1	7	50%	54%	\$205,000	\$137,644	0	10	0	9	-	90%	-	\$156,478
Bellevue	2	40	3	32	150%	80%	\$323,300	\$291,556	3	26	1	20	33%	77%	\$386,500	\$251,075
Blairmore	4	65	4	54	100%	83%	\$250,000	\$286,187	2	38	9	30	450%	79%	\$252,267	\$294,998
Burdett	0	10	0	6	-	60%	-	\$263,833	0	6	0	1	-	17%	-	\$220,000
Cardston	7	72	4	51	57%	71%	\$204,375	\$272,816	3	60	1	50	33%	83%	\$289,000	\$250,809
Carmangay	0	10	0	11	-	110%	-	\$113,464	2	18	0	5	0%	28%	-	\$135,500
Champion	0	14	0	11	-	79%	-	\$104,555	0	10	0	6	-	60%	-	\$157,333
Claresholm	2	124	7	105	350%	85%	\$223,843	\$225,148	9	134	3	88	33%	66%	\$128,500	\$213,401
Coaldale	1	217	7	198	700%	91%	\$418,714	\$332,676	11	220	10	165	91%	75%	\$285,600	\$313,788
Coleman	3	120	2	89	67%	74%	\$377,548	\$296,609	5	58	4	34	80%	59%	\$315,375	\$300,730
Coutts	0	6	0	5	-	83%	-	\$73,400	1	6	0	3	0%	50%	-	\$143,333
Cowley	0	6	0	5	-	83%	-	\$150,460	1	5	0	1	0%	20%	-	\$410,000
Crowsnest	0	5	0	4	-	80%	-	\$361,719	0	51	2	39	-	76%	\$187,750	\$253,358
Foremost	0	6	2	6	-	100%	\$103,000	\$94,667	0	7	0	4	-	57%	-	\$147,500
Fort Macleod	1	75	6	58	600%	77%	\$181,500	\$241,285	6	80	3	68	50%	85%	\$139,000	\$204,014
Glenwood	0	5	0	6	-	120%	-	\$345,708	1	12	0	2	0%	17%	-	\$198,450
Granum	1	25	1	16	100%	64%	\$565,000	\$183,156	0	11	0	8	-	73%	-	\$213,312
Grassy Lake	1	16	0	7	0%	44%	-	\$287,643	0	6	0	5	-	83%	-	\$162,600
Hill Spring	0	16	1	14	-	88%	\$325,000	\$279,243	0	10	2	5	-	50%	\$466,500	\$283,186
Lomond	0	2	0	4	-	200%	-	\$208,225	5	16	1	4	20%	25%	\$126,700	\$149,175
Magrath	1	22	1	17	100%	77%	\$70,000	\$265,053	1	30	1	24	100%	80%	\$510,000	\$246,586
Milk River	2	35	2	33	100%	94%	\$161,000	\$130,255	1	38	1	15	100%	39%	\$250,300	\$143,235
Nobleford	2	38	2	31	100%	82%	\$269,250	\$271,474	0	47	2	37	-	79%	\$145,450	\$278,758
Picture Butte	1	55	4	46	400%	84%	\$321,450	\$285,914	3	59	7	46	233%	78%	\$286,214	\$263,748
Pincher Creek	4	93	4	89	100%	96%	\$256,875	\$275,004	1	68	4	48	400%	71%	\$318,500	\$264,191
Raymond	2	91	2	69	100%	76%	\$217,500	\$289,025	6	90	6	74	100%	82%	\$180,667	\$259,750
Stavely	1	16	0	12	0%	75%	-	\$277,333	0	22	0	17	-	77%	-	\$183,156
Stirling	0	23	2	14	-	61%	\$266,450	\$275,807	1	10	0	12	0%	120%	-	\$272,167
Taber	7	228	19	189	271%	83%	\$258,947	\$271,259	6	206	11	155	183%	75%	\$263,068	\$248,176
Vauxhall	0	29	2	22	-	76%	\$125,500	\$198,795	1	29	1	27	100%	93%	\$253,000	\$169,547
Vulcan	2	78	2	67	100%	86%	\$174,000	\$247,097	1	49	3	35	300%	71%	\$142,967	\$225,097
Warner	0	13	0	8	-	62%	-	\$172,362	0	13	1	9	-	69%	\$64,900	\$101,628
Coalhurst	4	93	1	68	25%	73%	\$403,000	\$342,372	3	65	2	45	67%	69%	\$289,000	\$292,447
Barnwell	1	19	2	19	200%	100%	\$252,500	\$348,005	1	15	0	8	0%	53%	-	\$371,688
Aetna	0	2	0	2	-	100%	-	\$299,500	0	0	0	2	-	-	-	\$240,000
Beaver Mines	0	3	1	2	-	67%	\$385,000	\$427,500	0	2	1	3	-	150%	\$390,000	\$375,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	3	0	1	-	33%	-	\$300,000	1	2	1	1	100%	50%	\$124,750	\$124,750
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	7	0	4	-	57%	-	\$642,500	0	6	0	3	-	50%	-	\$743,333



# 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	
Enchant	1	3	0	2	0%	67%	-	\$190,000	0	3	0	3	-	100%	-	\$317,333
Etzikom	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-
Frank	0	5	0	5	-	100%	-	\$504,300	0	3	2	3	-	100%	\$249,500	\$194,500
Hays	0	3	0	3	-	100%	-	\$326,667	0	4	1	1	-	25%	\$54,000	\$54,000
Hillcrest	1	10	0	7	0%	70%	-	\$395,143	1	7	0	7	0%	100%	-	\$204,343
Iron Springs	0	4	0	3	-	75%	-	\$334,333	0	0	0	0	-	-	-	-
Lundbreck	0	13	0	8	-	62%	-	\$277,850	0	17	0	6	-	35%	-	\$852,750
Manyberries	0	3	0	2	-	67%	-	\$49,500	0	4	0	2	-	50%	-	\$32,000
Monarch	0	4	0	3	-	75%	-	\$210,000	0	4	1	2	-	50%	\$130,000	\$110,000
Mountain View	0	2	0	0	-	0%	-	-	0	3	0	4	-	133%	-	\$411,500
New Dayton	0	1	0	1	-	100%	-	\$80,000	0	1	0	1	-	100%	-	\$150,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$450,000
Shaughnessy	0	12	0	11	-	92%	-	\$183,045	0	9	0	4	-	44%	-	\$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	4	0	1	-	25%	-	\$1,950,000	0	2	0	2	-	100%	-	\$946,000
Welling	0	2	0	1	-	50%	-	\$695,000	0	1	0	0	-	0%	-	-
Wrentham	0	4	0	1	-	25%	-	\$260,000	0	2	0	2	-	100%	-	\$260,625
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	0	0	1	-	-	-	\$275,000	1	2	0	0	0%	0%	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	-	-	-	1	1	-	-	\$590,000	\$590,000
Orton	0	1	0	1	-	100%	-	\$437,500	0	1	0	0	-	0%	-	-
Parkland	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$427,500
Rural Cardson County	0	6	0	2	-	33%	-	\$471,500	0	8	1	4	-	50%	\$1,200,000	\$662,375
Rural Crowsnest Pass	0	4	0	6	-	150%	-	\$496,033	1	30	1	18	100%	60%	\$202,500	\$420,500
Rural Forty Mile County	0	8	0	4	-	50%	-	\$438,750	0	9	1	5	-	56%	\$160,000	\$447,200
Rural Lethbridge County	2	40	2	27	100%	68%	\$1,206,000	\$696,352	2	33	1	20	50%	61%	\$460,000	\$603,320
Rural Pincher Creek MD	2	39	0	27	0%	69%	-	\$623,237	0	20	0	10	-	50%	-	\$504,750
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,050,000
Rural Taber MD	2	17	0	12	0%	71%	-	\$594,917	0	15	2	10	-	67%	\$936,000	\$561,450
Rural Vulcan County	3	44	1	31	33%	70%	\$395,000	\$418,723	0	55	2	33	-	60%	\$350,000	\$308,924
Rural Warner County	0	7	0	6	-	86%	-	\$577,333	0	8	0	3	-	38%	-	\$604,367
Rural Willow Creek MD	1	34	0	19	0%	56%	-	\$579,216	3	51	3	39	100%	76%	\$640,000	\$451,763