

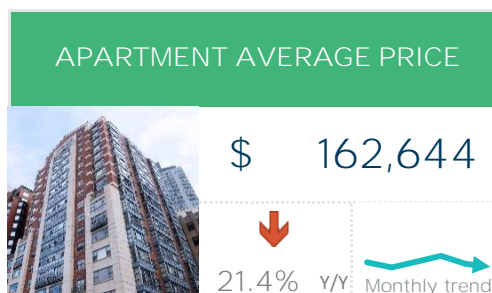
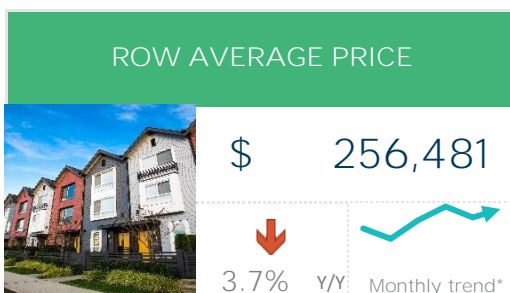
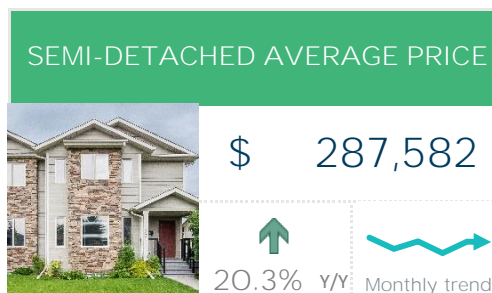
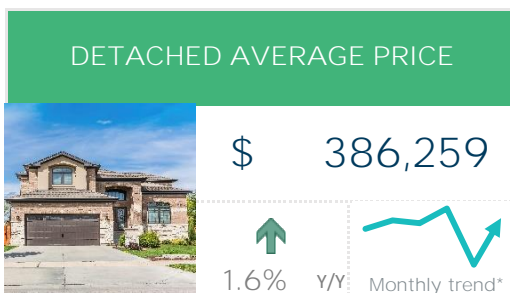
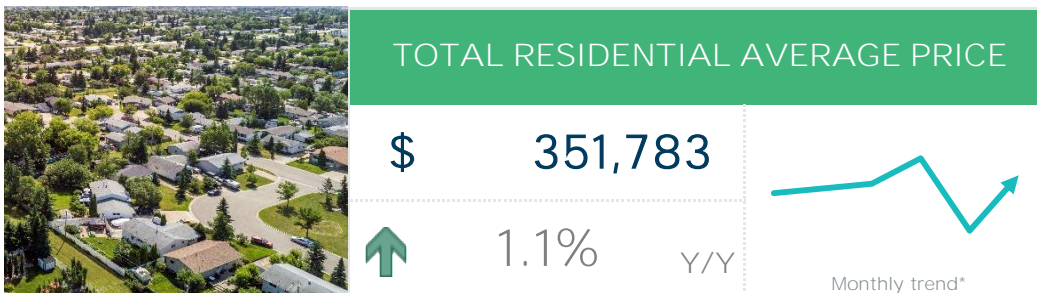
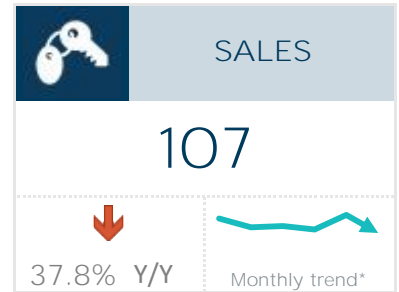
February 2023



Market Trend Summary

Thanks to a steep pullback in detached sales, sales activity in Lethbridge has eased off the record levels reported last year. Despite the declines this year, sales remain consistent with activity seen before the pandemic. While higher lending rates impact sales, the city has also struggled with supply levels. New listings have fallen to the lowest levels reported since 2003. While inventories have risen slightly over last year's levels, they remain 30 percent below long-term trends.

Conditions are not as tight as they were last year. However, with less than four months of supply, levels are still well below what is traditionally seen in the market at this time of year. Despite tight conditions, the year-to-date average price declined by nearly six percent. However, some of this decline can be related to a shift in composition. Year-to-date detached sales only accounted for 73 percent of the total sales, far less than the 78 percent reported last year.



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

February 2023



February 2023

	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	81	-40%	103	-30%	299	43%	79%	3.69	137%	\$386,259	2%
Semi	11	83%	10	-17%	16	-27%	110%	1.45	-60%	\$287,582	20%
Row	8	-43%	13	-54%	31	-31%	62%	3.88	21%	\$256,481	-4%
Apartment	7	-61%	14	-42%	56	-27%	50%	8.00	87%	\$162,644	-21%
Total Residential	107	-38%	140	-34%	402	14%	76%	3.76	83%	\$351,783	1%

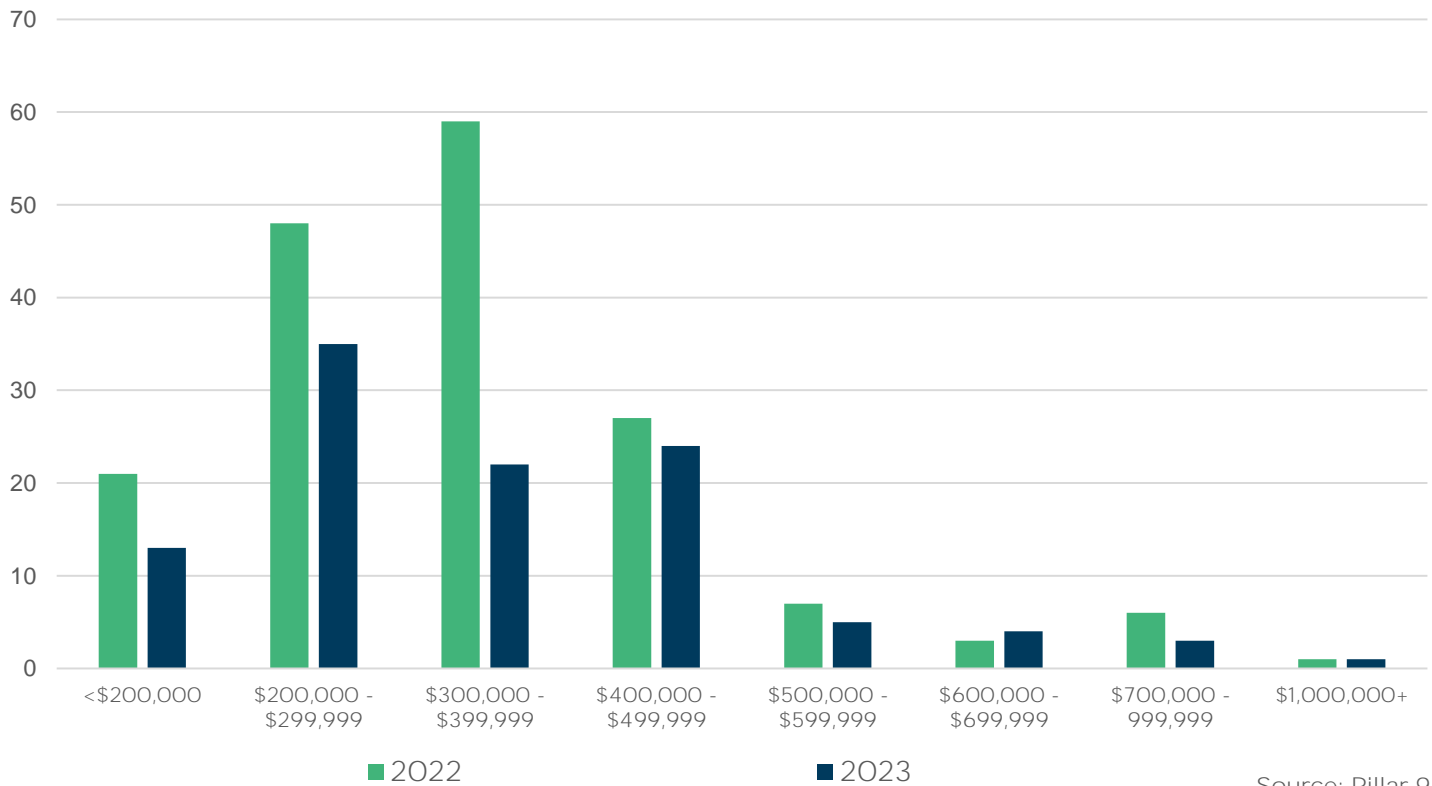
Year-to-Date

February 2023

	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	151	-34%	217	-21%	301	42%	70%	3.98	115%	\$360,364	-5%
Semi	20	67%	14	-39%	21	5%	143%	2.10	-37%	\$286,250	12%
Row	18	-25%	18	-50%	31	-18%	100%	3.44	9%	\$241,042	-3%
Apartment	17	-43%	32	-27%	54	-31%	53%	6.29	23%	\$166,112	-20%
Total Residential	206	-30%	281	-25%	406	17%	73%	3.94	67%	\$326,711	-6%

Residential Sales by Price Range

February

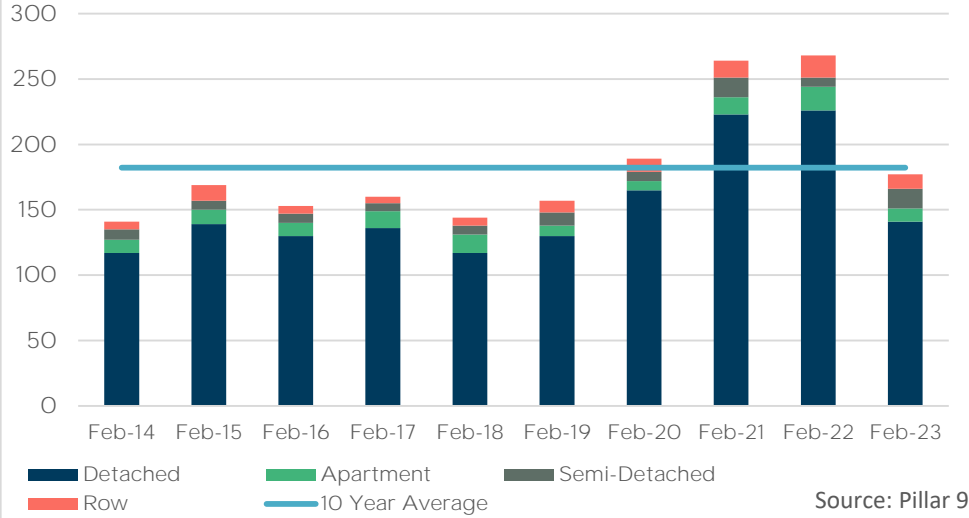


Source: Pillar 9

February 2023



Monthly Sales Comparison



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

SALES

177

34.0% Y/Y

24.7% YTD

NEW LISTINGS

223

29.4% Y/Y

18.0% YTD



TOTAL RESIDENTIAL AVG PRICE

\$ 344,770

2.3% Y/Y

Monthly trend*

INVENTORY

681

15.0% Y/Y

Monthly trend*

DETACHED AVG PRICE

\$ 368,334

3.8% Y/Y

Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 303,027

25.5% Y/Y

Monthly trend*

ROW AVG PRICE

\$ 270,009

1.2% Y/Y

Monthly trend*

APARTMENT AVG PRICE

\$ 157,371

23.9% Y/Y

Monthly trend*

MONTHS OF SUPPLY

3.85

15.0% Y/Y

Monthly trend*

February 2023 

February 2023

	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	-38%	184	-23%	575	31%	77%	4.08	31%	\$368,334	4%
Semi	15	114%	12	-20%	22	-31%	125%	1.47	-31%	\$303,027	26%
Row	11	-35%	15	-58%	36	-32%	73%	3.27	-32%	\$270,009	-1%
Apartment	10	-44%	12	-52%	56	-29%	83%	5.60	-29%	\$157,371	-24%
Total Residential	177	-34%	223	-29%	681	15%	79%	3.85	15%	\$344,770	2%

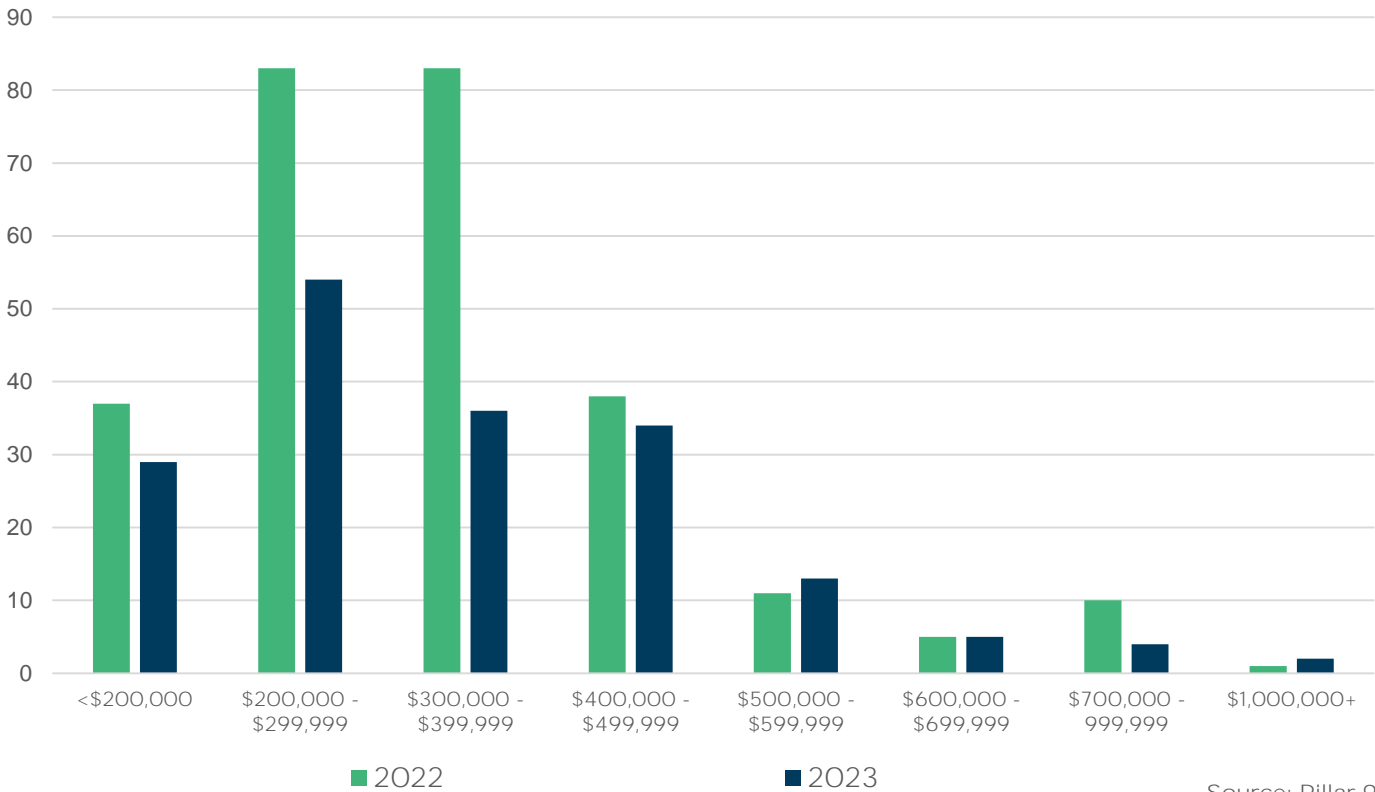
Year-to-Date

February 2023

	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	267	-28%	399	-13%	577	29%	67%	4.32	79%	\$355,292	0%
Semi	27	80%	19	-37%	30	0%	142%	2.19	-44%	\$288,033	14%
Row	21	-30%	25	-47%	35	-20%	84%	3.33	14%	\$245,238	-5%
Apartment	23	-28%	36	-22%	56	-29%	64%	4.83	-2%	\$158,848	-23%
Total Residential	338	-25%	479	-18%	689	17%	71%	4.08	55%	\$329,714	-1%

Residential Sales by Price Range

February



Source: Pillar 9

February 2023



February 2023

	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	107	-38%	140	-34%	402	14%	76%	3.76	14%	\$351,783	1%
Cardston County	10	11%	11	-21%	40	29%	91%	4.00	29%	\$305,990	13%
Forty Mile County Nc	4	0%	7	133%	27	42%	57%	6.75	42%	\$179,000	-3%
Waterton ID	0	NA	0	NA	1	-50%	NA	NA	-50%	NA	NA
Lethbridge County	27	-10%	33	32%	64	28%	82%	2.37	28%	\$379,941	-11%
MD of Taber	11	-35%	12	-48%	57	-12%	92%	5.18	-12%	\$311,445	17%
Pincher Creek No 9	3	-63%	5	-50%	28	22%	60%	9.33	22%	\$354,667	1%
Willow Creek No 26	12	-57%	21	-22%	48	4%	57%	4.00	4%	\$307,117	-9%
Crowsnest Pass	13	0%	11	-31%	27	-7%	118%	2.08	-7%	\$338,342	12%
Vulcan County	4	33%	8	-27%	30	25%	50%	7.50	25%	\$220,000	1%
Warner County No 5	4	-67%	9	80%	33	6%	44%	8.25	6%	\$371,750	28%
Total	177	-34%	223	-29%	681	15%	79%	3.85	15%	\$344,770	2%

Year-to-Date

February 2023

	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	206	-30%	281	-25%	406	17%	73%	3.94	17%	\$326,711	-6%
Cardston County	13	0%	20	-5%	41	39%	65%	6.31	39%	\$313,415	8%
Forty Mile County Nc	6	-25%	15	50%	27	29%	40%	8.83	29%	\$192,833	15%
Waterton ID	0	NA	0	NA	1	-50%	NA	NA	-50%	NA	NA
Lethbridge County	46	-6%	62	17%	65	19%	74%	2.80	19%	\$413,039	6%
MD of Taber	25	-4%	35	-24%	60	-6%	71%	4.80	-6%	\$303,312	17%
Pincher Creek No 9	7	-50%	13	-24%	28	20%	54%	7.86	20%	\$363,643	16%
Willow Creek No 26	24	-45%	39	-20%	47	-1%	62%	3.88	-1%	\$269,954	-17%
Crowsnest Pass	24	26%	22	0%	34	18%	109%	2.79	18%	\$320,102	8%
Vulcan County	10	-9%	19	27%	29	38%	53%	5.80	38%	\$294,790	-22%
Warner County No 5	9	-50%	22	10%	32	-10%	41%	7.00	-10%	\$263,267	-4%
Total	338	-25%	479	-18%	689	17%	71%	4.08	55%	\$329,714	-1%

February 2023



	2023		2022		2021		% Change	
	February	YTD	February	YTD	February	YTD	February	YTD
Total # of Listings	223	479	316	584	325	629	-29%	-18%
Total # of Sold	177	338	268	449	264	445	-34%	-25%
Total Sales Volume	\$61,024,306	\$111,443,306	\$90,284,538	\$149,837,153	\$80,940,706	\$134,817,815	-32%	-26%

Number of Units	2023		2022	
	February	YTD	February	YTD
Sold by Price Range				
<\$200,000	29	68	37	72
\$200,000 - \$299,999	54	104	83	131
\$300,000 - \$399,999	36	71	83	137
\$400,000 - \$499,999	34	55	38	63
\$500,000 - \$599,999	13	20	11	21
\$600,000 - \$699,999	5	13	5	8
\$700,000 - 999,999	4	4	10	15
\$1,000,000+	2	3	1	2

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$51,935,096	141	184	575
Other	\$9,089,210	36	39	106
Vacant Land	\$2,779,910	13	13	217
Total	\$63,804,216	190	236	898

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$0	0	0	21
Commercial	\$81,000	2	2	138
Total	\$81,000	2	2	159

Grand Total	\$63,885,216	192	238	1,057
--------------------	---------------------	------------	------------	--------------

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD
Lethbridge	140	281	107	206	76%	73%	\$351,783	\$326,711	211	377	172	294	82%	78%	\$347,864	\$345,754
Barons	2	2	2	3	100%	150%	\$155,500	\$158,667	0	2	1	2	-	100%	\$480,000	\$432,500
Bellevue	1	2	1	2	100%	100%	\$435,000	\$356,000	1	3	1	2	100%	67%	\$400,000	\$340,000
Blairmore	2	6	3	7	150%	117%	\$405,833	\$388,143	5	6	4	6	80%	100%	\$303,475	\$285,650
Burdett	2	3	0	0	0%	0%	-	-	1	3	0	0	0%	0%	-	-
Cardston	6	12	6	8	100%	67%	\$237,483	\$284,612	8	13	7	9	88%	69%	\$253,271	\$267,322
Carmangay	1	1	0	0	0%	0%	-	-	1	1	0	0	0%	0%	-	-
Champion	0	0	0	1	-	-	-	\$248,000	1	1	1	2	100%	200%	\$210,000	\$290,000
Claresholm	10	14	5	7	50%	50%	\$252,100	\$266,786	10	15	10	16	100%	107%	\$234,785	\$238,803
Coaldale	15	31	9	22	60%	71%	\$333,333	\$368,382	13	27	13	22	100%	81%	\$339,185	\$304,382
Coleman	8	12	9	12	113%	100%	\$305,106	\$293,204	9	12	6	8	67%	67%	\$291,717	\$288,788
Coutts	0	1	0	1	-	100%	-	\$227,500	0	2	0	1	-	50%	-	\$122,500
Cowley	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Crowsnest	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Foremost	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Fort Macleod	6	10	2	8	33%	80%	\$117,500	\$162,562	4	9	5	8	125%	89%	\$475,200	\$394,875
Glenwood	1	1	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Granum	0	0	0	0	-	-	-	-	1	4	1	1	100%	25%	\$147,000	\$147,000
Grassy Lake	1	2	0	1	0%	50%	-	\$250,000	1	2	0	1	0%	50%	-	\$238,000
Hill Spring	2	3	2	3	100%	100%	\$157,500	\$159,167	1	1	1	2	100%	200%	\$297,000	\$316,000
Lomond	1	4	1	1	100%	25%	\$79,000	\$79,000	0	0	0	0	-	-	-	-
Magrath	1	1	1	1	100%	100%	\$450,000	\$450,000	3	3	1	2	33%	67%	\$357,000	\$368,500
Milk River	1	5	0	2	0%	40%	-	\$162,450	0	3	3	3	-	100%	\$114,833	\$114,833
Nobleford	3	6	3	4	100%	67%	\$623,333	\$567,500	2	5	2	6	100%	120%	\$277,000	\$296,917
Picture Butte	6	9	4	4	67%	44%	\$237,350	\$237,350	4	4	1	2	25%	50%	\$260,000	\$302,500
Pincher Creek	3	7	2	5	67%	71%	\$257,500	\$271,500	7	12	5	11	71%	92%	\$278,380	\$270,618
Raymond	5	9	3	5	60%	56%	\$329,000	\$263,400	2	7	6	10	300%	143%	\$316,733	\$306,140
Stavelly	0	2	0	0	-	0%	-	-	3	3	2	3	67%	100%	\$264,250	\$226,133
Stirling	1	2	1	1	100%	50%	\$500,000	\$500,000	0	4	2	2	-	50%	\$330,000	\$330,000
Taber	7	20	9	18	129%	90%	\$285,656	\$275,433	9	24	12	15	133%	63%	\$249,208	\$261,700
Vauxhall	2	5	0	2	0%	40%	-	\$372,500	6	10	2	5	33%	50%	\$189,000	\$205,400
Vulcan	2	6	2	6	100%	100%	\$105,000	\$224,150	5	8	1	5	20%	63%	\$175,000	\$215,000
Warner	0	2	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$184,900
Coalhurst	3	7	6	9	200%	129%	\$395,833	\$401,333	4	9	7	10	175%	111%	\$390,471	\$346,030
Barnwell	1	2	1	2	100%	100%	\$175,000	\$397,500	0	1	0	1	-	100%	-	\$237,500
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	1	0	0	-	0%	-	-	0	0	0	0	-	-	-	-

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD	FEB	YTD
Enchant	0	1	0	0	-	0%	-	-	3	3	1	2	33%	67%	\$150,000	\$167,500
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Hays	1	1	0	1	0%	100%	-	\$155,000	1	2	0	0	0%	0%	-	-
Hillcrest	0	2	0	3	-	150%	-	\$245,000	0	0	2	2	-	-	\$278,500	\$278,500
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	1	1	0	0	0%	0%	-	-	1	1	0	0	0%	0%	-	-
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Mountain View	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
New Dayton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	1	1	1	1	100%	100%	\$118,000	\$118,000	1	2	2	2	200%	100%	\$118,750	\$118,750
Spring Coulee	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Turin	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Welling	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	\$605,000
Orton	2	2	1	1	50%	50%	\$363,900	\$363,900	1	1	0	0	0%	0%	-	-
Parkland	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	1	3	1	1	100%	33%	\$870,000	\$870,000	2	2	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$390,000
Rural Forty Mile County	0	0	1	1	-	-	\$340,000	\$340,000	0	0	0	0	-	-	-	-
Rural Lethbridge County	2	4	2	3	100%	75%	\$817,500	\$1,156,667	1	4	4	5	400%	125%	\$1,018,750	\$1,095,000
Rural Pincher Creek MD	0	3	1	2	-	67%	\$549,000	\$594,000	2	4	3	3	150%	75%	\$473,333	\$473,333
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	0	4	1	1	-	25%	\$680,000	\$680,000	3	4	2	2	67%	50%	\$494,500	\$494,500
Rural Vulcan County	2	6	1	1	50%	17%	\$591,000	\$591,000	3	4	1	4	33%	100%	\$266,000	\$621,000
Rural Warner County	2	3	0	0	0%	0%	-	-	2	2	1	1	50%	50%	\$570,000	\$570,000
Rural Willow Creek MD	0	2	1	2	-	100%	\$535,000	\$565,000	3	7	4	7	133%	100%	\$528,638	\$487,507