

January 2023

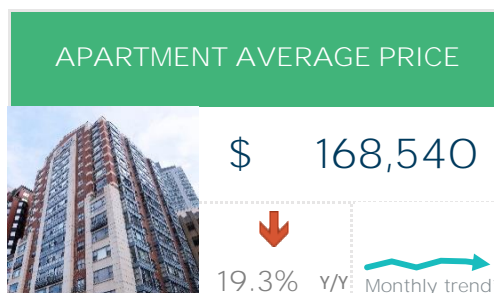
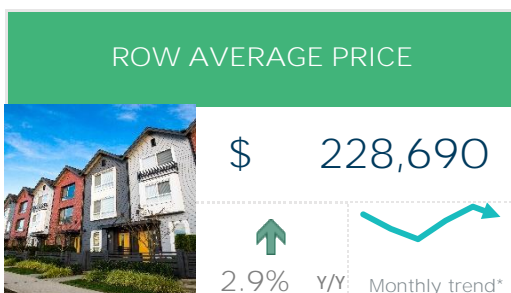
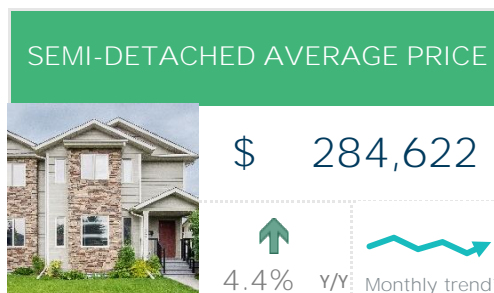
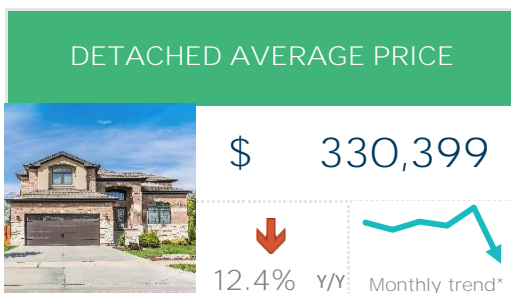
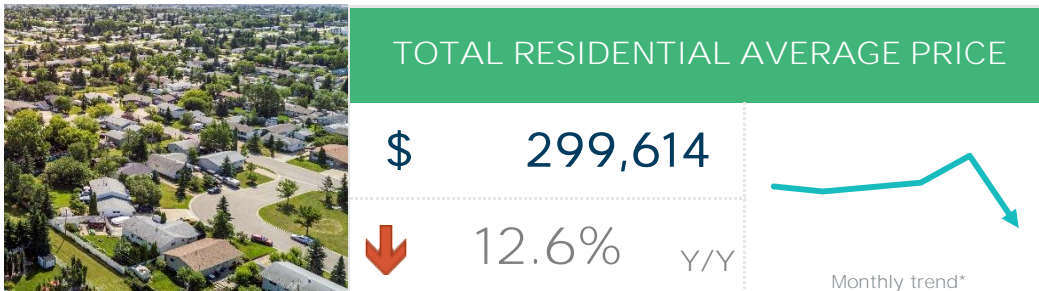


Market Trend Summary

Sales eased over last years record high mostly due to a sharp pullback in detached homes sales. While some of the decline is related to higher lending rates cooling demand for higher priced properties, there has also been challenges regarding supply availability for lower priced product. New listings reported further year-over-year declines driven mostly by pullbacks for homes priced below \$400,000.

With adjustments to both sales and new listings, inventory levels did improve in January compared to the near record lows reported last year. However, with only 408 units available levels are 27 percent lower than what is traditionally available in January. While conditions are not as tight as they were last year, the market is still experiencing relatively tight conditions for January.

Both average and median prices did ease in January compared to last year but given the tight conditions this could be related to the shifting composition occurring in the market. Last year detached homes sales accounted for 81 percent of all the sales, compared to only 71 percent this January.



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

January 2023



January 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	70	-26%	114	-10%	302	41%	61%	4.31	90%	\$330,399	-12%
Semi	9	50%	4	-64%	26	44%	225%	2.89	-4%	\$284,622	4%
Row	10	0%	5	-38%	30	-3%	200%	3.00	-3%	\$228,690	3%
Apartment	10	-17%	18	-10%	50	-35%	56%	5.00	-22%	\$168,540	-19%
Total Residential	99	-19%	141	-15%	408	20%	70%	4.12	48%	\$299,614	-13%

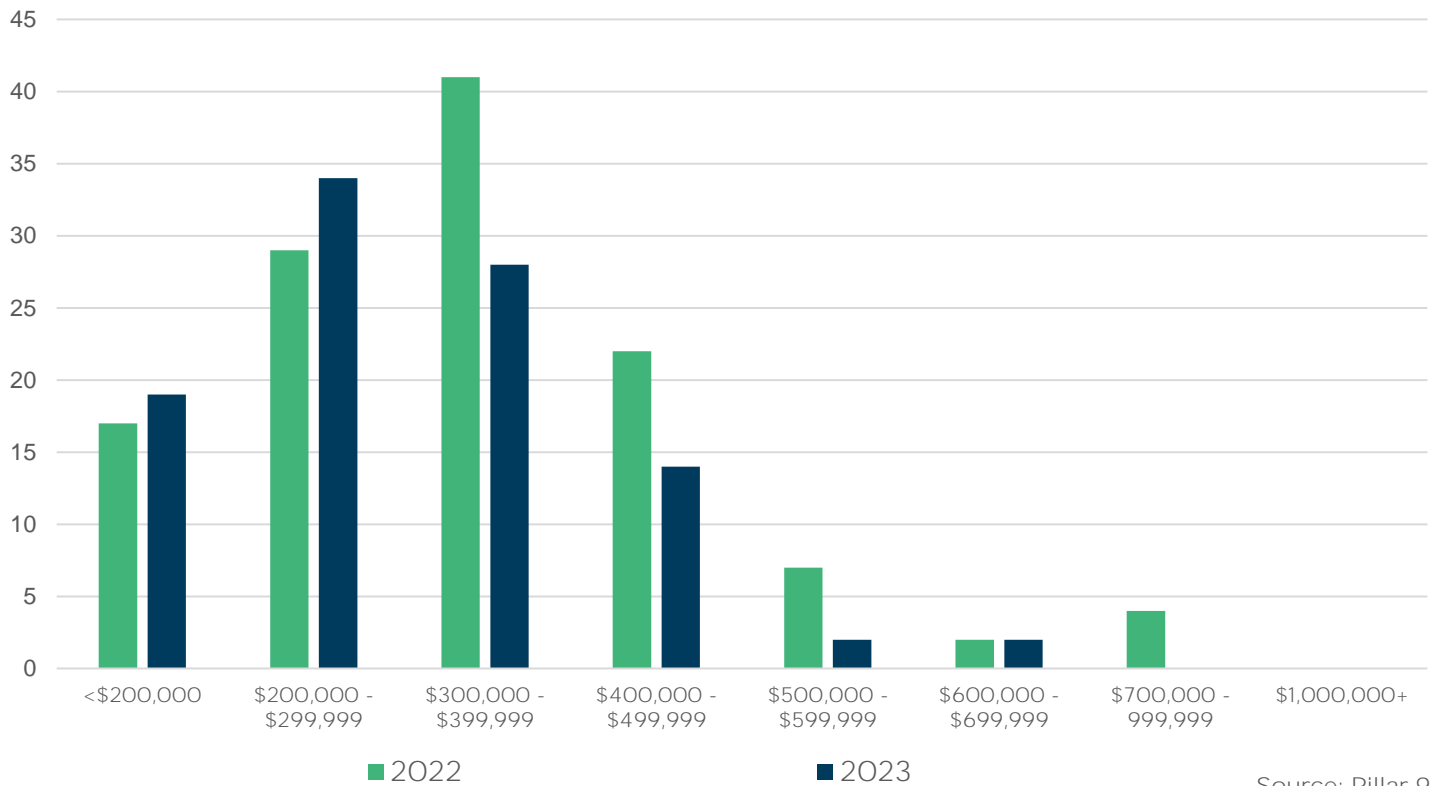
Year-to-Date

January 2023

	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
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Residential Sales by Price Range

January

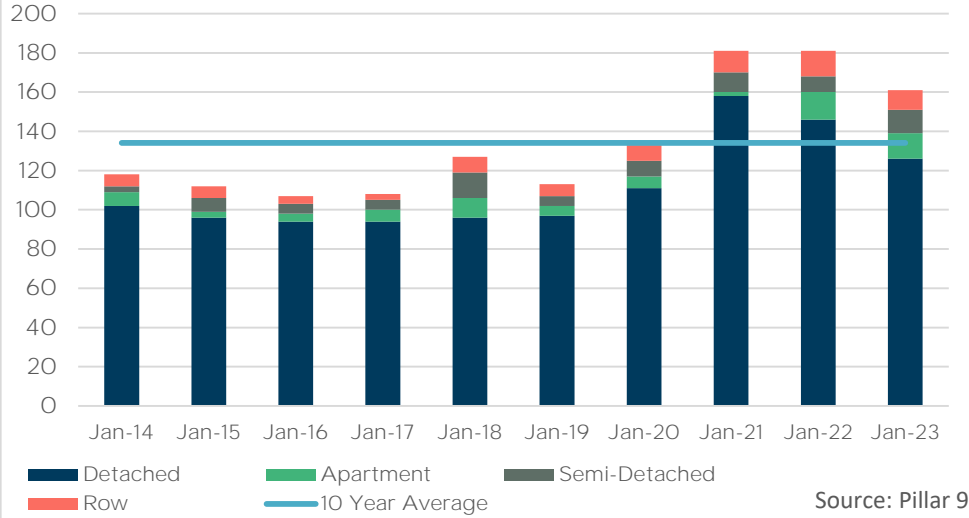


Source: Pillar 9

January 2023



Monthly Sales Comparison



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

SALES

161

11.0% Y/Y

11.0% YTD

NEW LISTINGS

250

6.7% Y/Y

6.7% YTD



TOTAL RESIDENTIAL AVG PRICE

\$ 313,161

4.8% Y/Y

Monthly trend*

INVENTORY

695

17.8% Y/Y

Monthly trend*

DETACHED AVG PRICE

\$ 340,697

3.3% Y/Y

Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 269,292

1.8% Y/Y

Monthly trend*

ROW AVG PRICE

\$ 217,990

9.1% Y/Y

Monthly trend*

APARTMENT AVG PRICE

\$ 159,985

21.6% Y/Y

Monthly trend*

MONTHS OF SUPPLY

4.32

17.8% Y/Y

Monthly trend*

January 2023



January 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	126	-14%	210	-5%	580	27%	60%	4.60	27%	\$340,697	-3%
Semi	12	50%	6	-60%	37	37%	200%	3.08	37%	\$269,292	2%
Row	10	-23%	10	-9%	33	-6%	100%	3.30	-6%	\$217,990	-9%
Apartment	13	-7%	24	14%	53	-32%	54%	4.08	-32%	\$159,985	-22%
Total Residential	161	-11%	250	-7%	695	18%	64%	4.32	18%	\$313,161	-5%

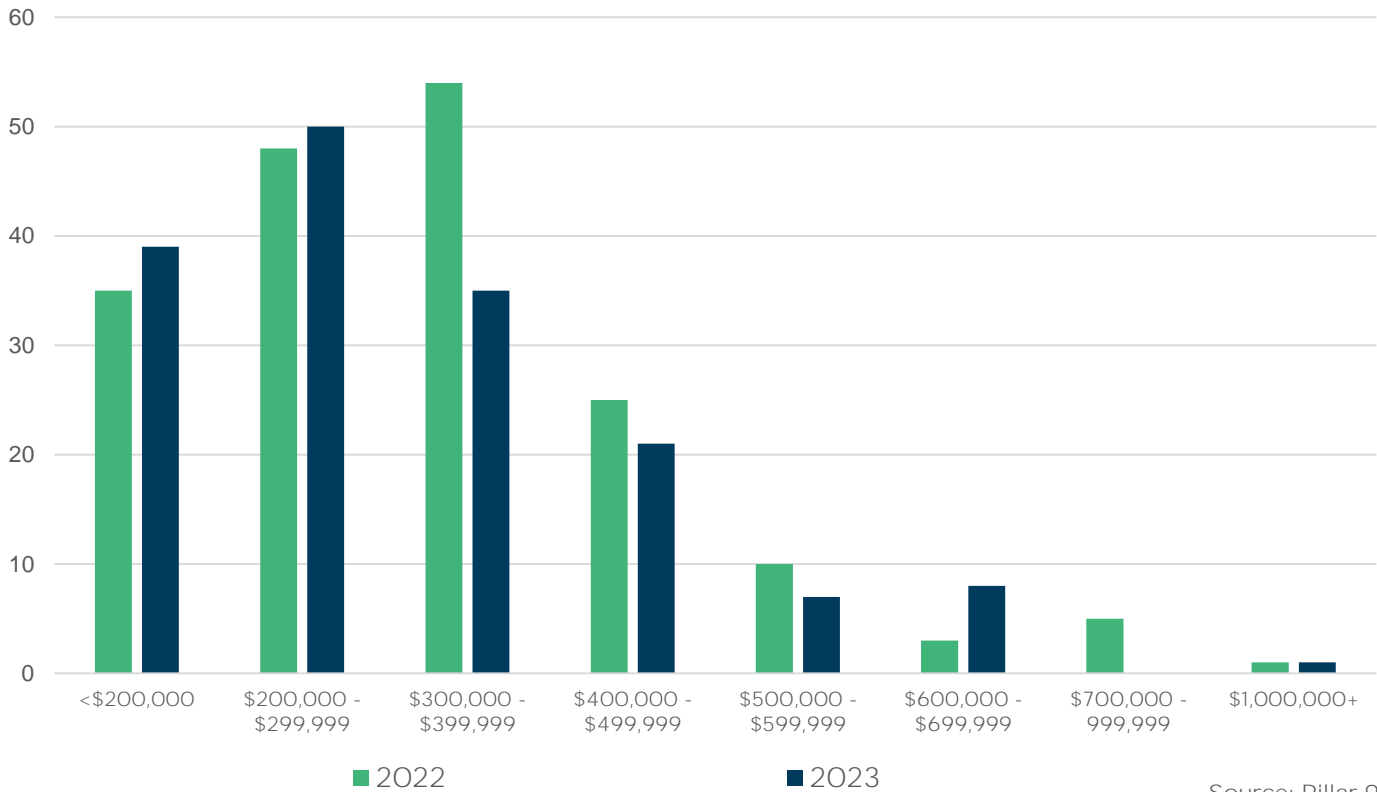
Year-to-Date

January 2023

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	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	126	-14%	210	-5%	580	27%	60%	4.60	47%	\$340,697	-3%
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Residential Sales by Price Range

January



Source: Pillar 9

January 2023



January 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	99	-19%	141	-15%	408	20%	70%	4.12	20%	\$299,614	-13%
Cardston County	3	-25%	9	29%	41	46%	33%	13.67	46%	\$338,167	0%
Forty Mile County Nc	2	-50%	8	14%	26	18%	25%	13.00	18%	\$220,500	46%
Waterton ID	0	NA	0	NA	1	-50%	NA	NA	-50%	NA	NA
Lethbridge County	19	0%	29	4%	66	14%	66%	3.47	14%	\$460,074	37%
MD of Taber	14	56%	23	0%	63	2%	61%	4.50	2%	\$296,921	19%
Pincher Creek No 9	4	-33%	8	14%	27	17%	50%	6.75	17%	\$370,375	40%
Willow Creek No 26	12	-25%	18	-18%	46	-4%	67%	3.83	-4%	\$232,792	-25%
Crowsnest Pass	11	83%	11	83%	40	43%	100%	3.64	43%	\$298,545	4%
Vulcan County	6	-25%	11	175%	28	56%	55%	4.67	56%	\$344,650	-21%
Warner County No 5	5	-17%	13	-13%	30	-23%	38%	6.00	-23%	\$176,480	-28%
Total	161	-11%	250	-7%	695	18%	64%	4.32	18%	\$313,161	NA

Year-to-Date

January 2023

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Forty Mile County Nc	2	-50%	8	14%	26	18%	25%	13.00	18%	\$220,500	46%
Waterton ID	0	NA	0	NA	1	-50%	NA	NA	-50%	NA	NA
Lethbridge County	19	0%	29	4%	66	14%	66%	3.47	14%	\$460,074	37%
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January 2023



	2023		2022		2021		% Change	
	January	YTD	January	YTD	January	YTD	January	YTD
Total # of Listings	250	250	268	268	304	304	-7%	-7%
Total # of Sold	161	161	181	181	181	181	-11%	-11%
Total Sales Volume	\$50,419,000	\$50,419,000	\$59,552,615	\$59,552,615	\$53,877,109	\$53,877,109	-15%	-15%

Number of Units	2023		2022	
	January	YTD	January	YTD
Sold by Price Range				
<\$200,000	39	39	35	35
\$200,000 - \$299,999	50	50	48	48
\$300,000 - \$399,999	35	35	54	54
\$400,000 - \$499,999	21	21	25	25
\$500,000 - \$599,999	7	7	10	10
\$600,000 - \$699,999	8	8	3	3
\$700,000 - 999,999	0	0	5	5
\$1,000,000+	1	1	1	1

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$42,927,800	126	210	580
Other	\$7,491,200	35	40	115
Vacant Land	\$186,000	3	3	203
Total	\$50,605,000	164	253	898

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$0	0	0	17
Commercial	\$256,350	2	2	119
Total	\$256,350	2	2	136

Grand Total	\$50,861,350	166	255	1,034
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REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD
Lethbridge	141	141	99	99	70%	70%	\$299,614	\$299,614	166	166	122	122	73%	73%	\$342,778	\$342,778
Barons	0	0	1	1	-	-	\$165,000	\$165,000	2	2	1	1	50%	50%	\$385,000	\$385,000
Bellevue	1	1	1	1	100%	100%	\$277,000	\$277,000	2	2	1	1	50%	50%	\$280,000	\$280,000
Blairmore	4	4	4	4	100%	100%	\$374,875	\$374,875	1	1	2	2	200%	200%	\$250,000	\$250,000
Burdett	1	1	0	0	0%	0%	-	-	2	2	0	0	0%	0%	-	-
Cardston	6	6	2	2	33%	33%	\$426,000	\$426,000	5	5	2	2	40%	40%	\$316,500	\$316,500
Carmangay	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Champion	0	0	1	1	-	-	\$248,000	\$248,000	0	0	1	1	-	-	\$370,000	\$370,000
Claresholm	4	4	2	2	50%	50%	\$303,500	\$303,500	5	5	6	6	120%	120%	\$245,500	\$245,500
Coaldale	16	16	13	13	81%	81%	\$392,646	\$392,646	14	14	9	9	64%	64%	\$254,111	\$254,111
Coleman	4	4	3	3	75%	75%	\$257,500	\$257,500	3	3	2	2	67%	67%	\$280,000	\$280,000
Coutts	1	1	1	1	100%	100%	\$227,500	\$227,500	2	2	1	1	50%	50%	\$122,500	\$122,500
Cowley	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Crowsnest	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Foremost	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Fort Macleod	4	4	6	6	150%	150%	\$177,583	\$177,583	5	5	3	3	60%	60%	\$261,000	\$261,000
Glenwood	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Granum	0	0	0	0	-	-	-	-	3	3	0	0	0%	0%	-	-
Grassy Lake	1	1	1	1	100%	100%	\$250,000	\$250,000	1	1	1	1	100%	100%	\$238,000	\$238,000
Hill Spring	1	1	1	1	100%	100%	\$162,500	\$162,500	0	0	1	1	-	-	\$335,000	\$335,000
Lomond	3	3	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Magrath	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$380,000	\$380,000
Milk River	4	4	2	2	50%	50%	\$162,450	\$162,450	3	3	0	0	0%	0%	-	-
Nobleford	3	3	1	1	33%	33%	\$400,000	\$400,000	3	3	4	4	133%	133%	\$306,875	\$306,875
Picture Butte	3	3	0	0	0%	0%	-	-	0	0	1	1	-	-	\$345,000	\$345,000
Pincher Creek	4	4	3	3	75%	75%	\$280,833	\$280,833	5	5	6	6	120%	120%	\$264,150	\$264,150
Raymond	4	4	2	2	50%	50%	\$165,000	\$165,000	5	5	4	4	80%	80%	\$290,250	\$290,250
Stavelly	2	2	0	0	0%	0%	-	-	0	0	1	1	-	-	\$149,900	\$149,900
Stirling	1	1	0	0	0%	0%	-	-	4	4	0	0	0%	0%	-	-
Taber	13	13	9	9	69%	69%	\$265,211	\$265,211	15	15	3	3	20%	20%	\$311,667	\$311,667
Vauxhall	3	3	2	2	67%	67%	\$372,500	\$372,500	4	4	3	3	75%	75%	\$216,333	\$216,333
Vulcan	4	4	4	4	100%	100%	\$283,725	\$283,725	3	3	4	4	133%	133%	\$225,000	\$225,000
Warner	2	2	0	0	0%	0%	-	-	1	1	1	1	100%	100%	\$184,900	\$184,900
Coalhurst	4	4	3	3	75%	75%	\$412,333	\$412,333	5	5	3	3	60%	60%	\$242,333	\$242,333
Barnwell	1	1	1	1	100%	100%	\$620,000	\$620,000	1	1	1	1	100%	100%	\$237,500	\$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	1	1	0	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	
	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD	JAN	YTD
Enchant	1	1	0	0	0%	0%	-	-	0	0	1	1	-	-	\$185,000	\$185,000
Etzikom	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$162,000	\$162,000
Frank	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Hays	0	0	1	1	-	-	\$155,000	\$155,000	1	1	0	0	0%	0%	-	-
Hillcrest	2	2	3	3	150%	150%	\$245,000	\$245,000	0	0	0	0	-	-	-	-
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	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	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
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	-	-	-	-	1	1	0	0	0%	0%	-	-
Wrentham	0	0	0	0	-	-	-	-	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	-	-	-	-	-	-	-	-	-	-	1	1	-	-	\$605,000	\$605,000
Orton	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Parkland	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Cardson County	2	2	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Rural Crowsnest Pass	0	0	0	0	-	-	-	-	0	0	1	1	-	-	\$390,000	\$390,000
Rural Forty Mile County	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Rural Lethbridge County	2	2	1	1	50%	50%	\$1,835,000	\$1,835,000	3	3	1	1	33%	33%	\$1,400,000	\$1,400,000
Rural Pincher Creek MD	3	3	1	1	33%	33%	\$639,000	\$639,000	2	2	0	0	0%	0%	-	-
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	4	4	0	0	0%	0%	-	-	1	1	0	0	0%	0%	-	-
Rural Vulcan County	4	4	0	0	0%	0%	-	-	1	1	3	3	300%	300%	\$739,333	\$739,333
Rural Warner County	1	1	0	0	0%	0%	-	-	0	0	0	0	-	-	-	-
Rural Willow Creek MD	2	2	1	1	50%	50%	\$595,000	\$595,000	4	4	3	3	75%	75%	\$432,667	\$432,667