

October 2022

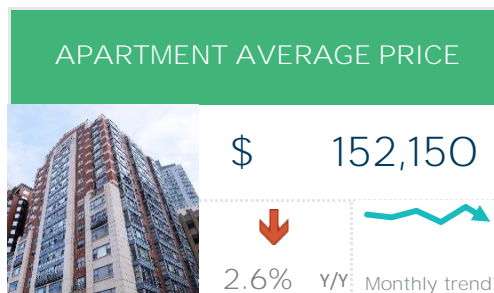
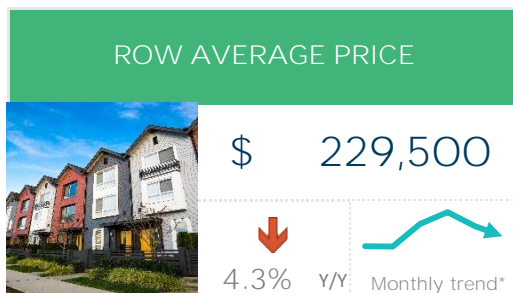
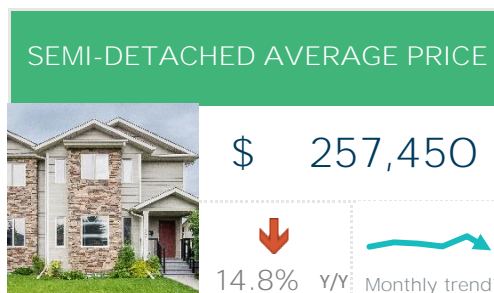
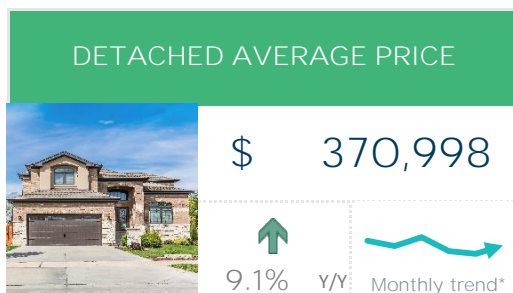
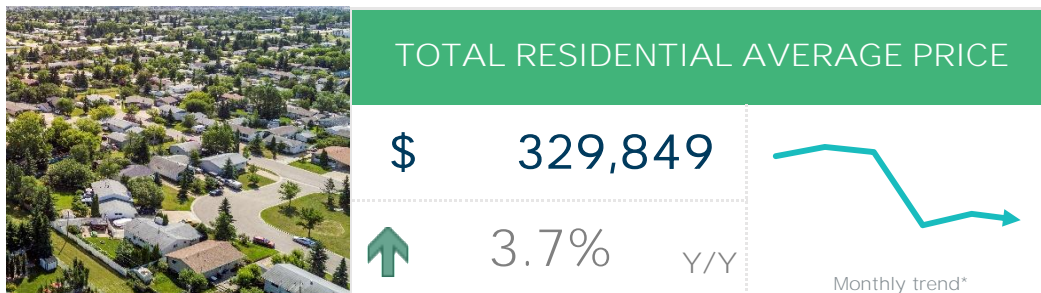
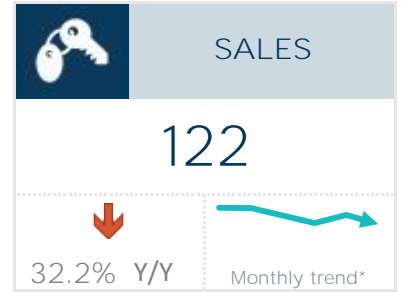


Market Trend Summary

Easing sales in October contributed to the year-to-date decline of nearly nine per cent. Much of the decline was driven by homes sales priced under \$400,000. However, the sales decline in the lower price ranges was likely related to the pullback in new listings. Year-to-date new listings were just slightly lower than last year, as listing growth for homes priced above \$400,000, was not enough to offset the pullbacks occurring in the lower price ranges.

A pullback in both sales and new listings this month, did little to change the inventory situation in the city. With only 488 units available on the market and a months of supply of four months, levels remain well below longer term trends for October.

With conditions remaining relatively tight there was little change in prices. On a year-to-date basis the average price was over seven percent higher than last year. Price growth has varied by product type, with detached homes reporting the strongest price growth at over 10 percent, and apartment condominium style properties recording the lowest growth at just over two percent.



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

October 2022



October 2022

	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	-37%	109	-20%	351	18%	83%	3.86	86%	\$370,998	9%
Semi	5	-62%	10	0%	32	14%	50%	6.40	197%	\$257,450	-15%
Row	16	78%	18	-14%	46	-6%	89%	2.88	-47%	\$229,500	-4%
Apartment	10	-29%	15	-46%	59	-23%	67%	5.90	7%	\$152,150	-3%
Total Residential	122	-32%	152	-22%	488	8%	80%	4.00	59%	\$329,849	4%

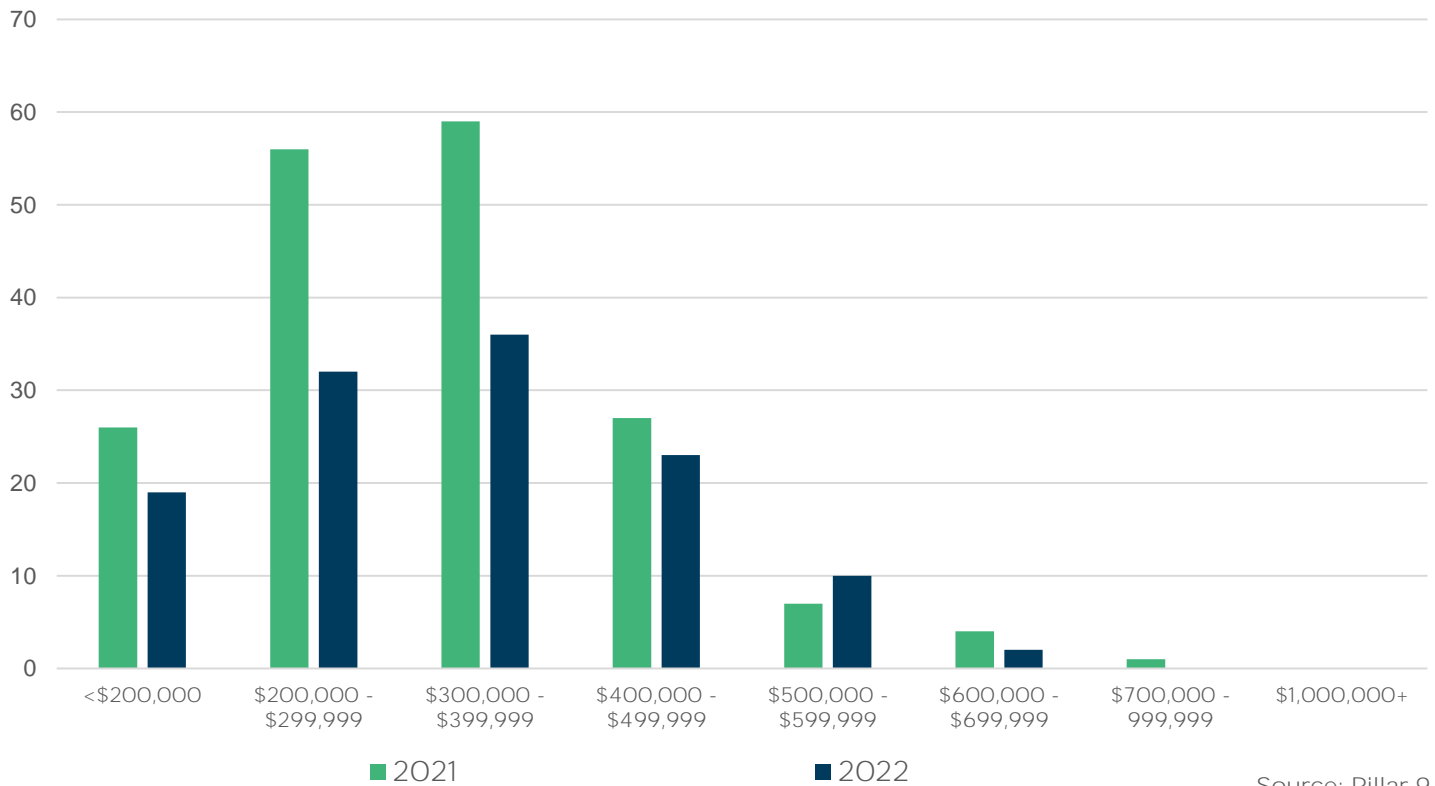
Year-to-Date

October 2022

	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	1361	-12%	1805	-1%	313	-7%	75%	2.30	6%	\$384,707	10%
Semi	116	-13%	152	-4%	26	-26%	76%	2.23	-14%	\$276,281	6%
Row	210	3%	275	20%	55	-12%	76%	2.60	-14%	\$238,765	2%
Apartment	167	14%	218	-16%	74	-19%	77%	4.43	-29%	\$175,105	2%
Total Residential	1854	-9%	2450	-1%	467	-11%	76%	2.52	-2%	\$342,512	8%

Residential Sales by Price Range

October

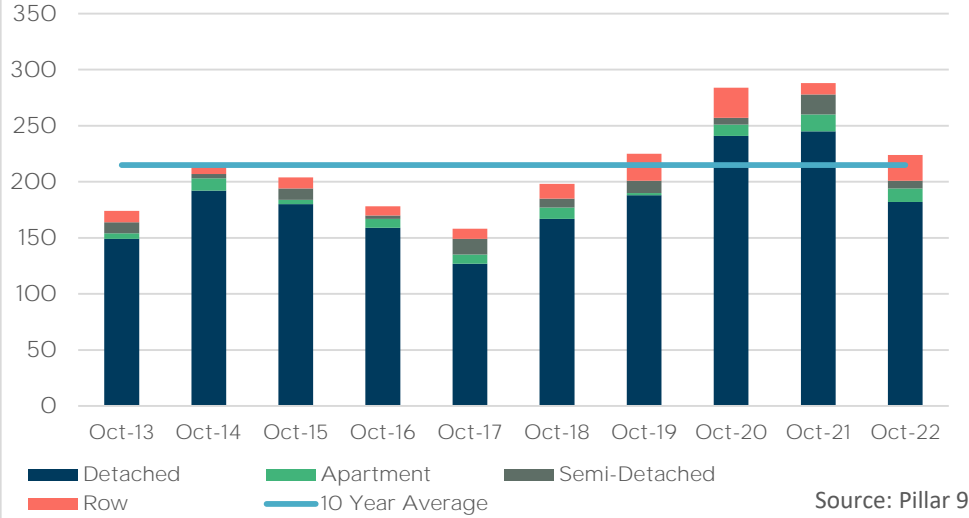


Source: Pillar 9

October 2022



Monthly Sales Comparison



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

SALES

224

22.2% Y/Y

10.3% YTD

NEW LISTINGS

262

20.4% Y/Y

1.9% YTD



TOTAL RESIDENTIAL AVG PRICE

\$ 324,941

4.6% Y/Y

Monthly trend*

DETACHED AVG PRICE

\$ 352,491

9.3% Y/Y

Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 255,964

16.6% Y/Y

Monthly trend*

ROW AVG PRICE

\$ 216,380

16.7% Y/Y

Monthly trend*

APARTMENT AVG PRICE

\$ 155,417

0.2% Y/Y

Monthly trend*

INVENTORY

872

8.6% Y/Y

Monthly trend*

MONTHS OF SUPPLY

3.89

8.6% Y/Y

Monthly trend*

October 2022



October 2022

	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	182	-26%	212	-18%	716	16%	86%	3.93	16%	\$352,491	9%
Semi	7	-61%	14	-13%	48	20%	50%	6.86	20%	\$255,964	-17%
Row	23	130%	20	-13%	53	-15%	115%	2.30	-15%	\$216,380	-17%
Apartment	12	-20%	16	-47%	62	-26%	75%	5.17	-26%	\$155,417	0%
Total Residential	224	-22%	262	-20%	872	9%	85%	3.89	9%	\$324,941	5%

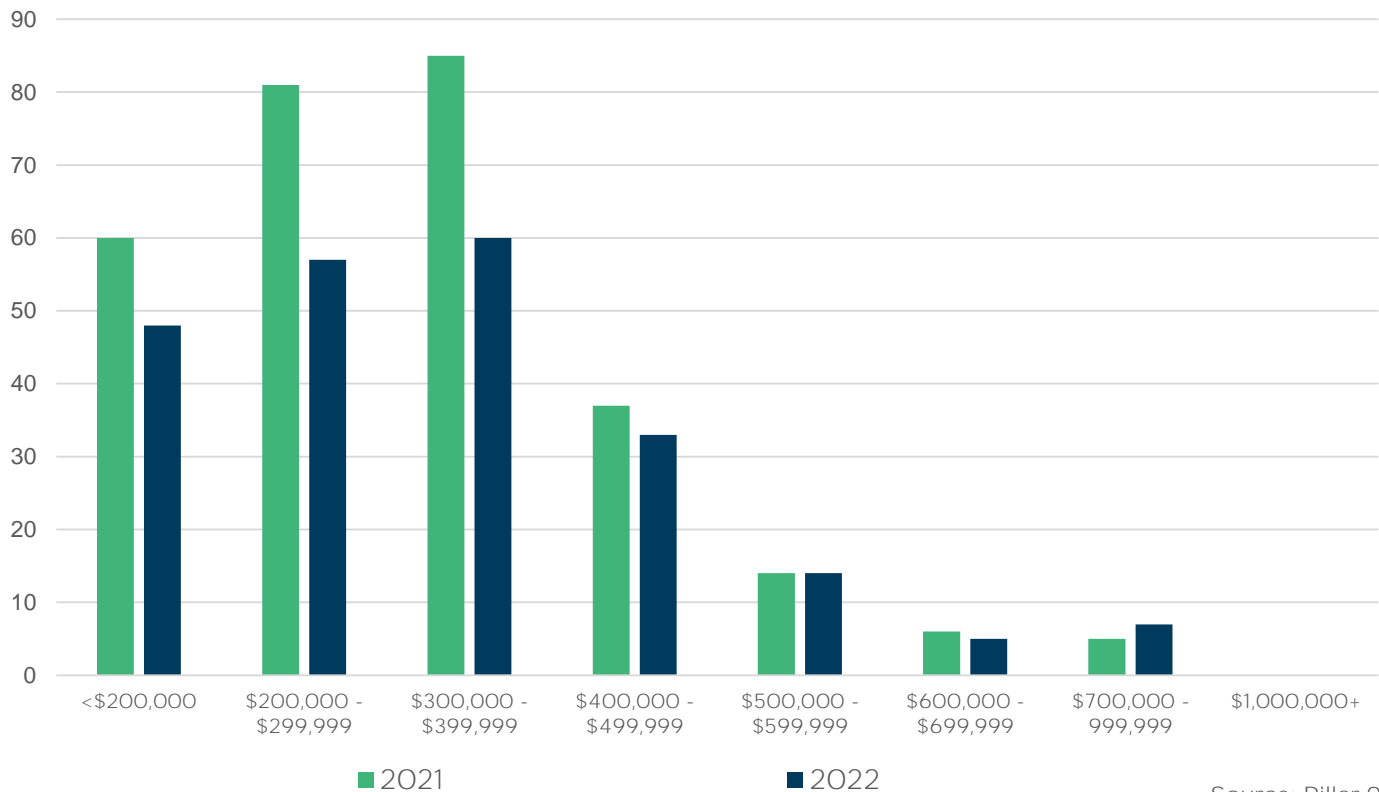
Year-to-Date

October 2022

	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	2298	-13%	3156	-2%	631	-9%	73%	2.74	5%	\$362,560	9%
Semi	144	-16%	199	-4%	38	-19%	72%	2.65	-4%	\$279,167	6%
Row	247	10%	322	18%	65	-11%	77%	2.61	-19%	\$239,996	2%
Apartment	180	12%	234	-16%	77	-19%	77%	4.29	-28%	\$175,133	4%
Total Residential	2869	-10%	3911	-2%	802	-10%	73%	2.79	0%	\$336,063	7%

Residential Sales by Price Range

October



Source: Pillar 9

October 2022



October 2022

	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	122	-32%	152	-22%	488	8%	80%	4.00	8%	\$329,849	4%
Cardston County	6	-14%	7	-13%	50	61%	86%	8.33	61%	\$253,333	-20%
Forty Mile County No 9	3	0%	3	-67%	26	-21%	100%	8.67	-21%	\$209,667	-23%
Waterton ID	0	NA	0	NA	1	0%	NA	NA	0%	NA	NA
Lethbridge County	31	29%	35	17%	85	15%	89%	2.74	15%	\$345,381	5%
MD of Taber	7	-65%	15	-42%	65	-29%	47%	9.29	-29%	\$330,543	19%
Pincher Creek No 9	11	-8%	19	36%	36	0%	58%	3.27	0%	\$345,409	-3%
Willow Creek No 26	20	-26%	25	-17%	79	8%	80%	3.95	8%	\$309,950	33%
Crowsnest Pass	14	-13%	15	-12%	54	35%	93%	3.86	35%	\$333,500	-15%
Vulcan County	7	-30%	15	15%	45	32%	47%	6.43	32%	\$181,886	-35%
Warner County No 5	16	23%	12	-40%	45	25%	133%	2.81	25%	\$311,069	55%
Total	224	-22%	262	-20%	872	9%	85%	3.89	9%	\$324,941	NA

Year-to-Date

October 2022

	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	1854	-9%	2450	-1%	467	-11%	76%	2.52	-11%	\$342,512	8%
Cardston County	89	5%	154	35%	50	32%	58%	5.62	32%	\$299,090	2%
Forty Mile County No 9	33	-3%	69	-4%	30	-16%	48%	8.97	-16%	\$195,924	-10%
Waterton ID	2	100%	1	-67%	2	0%	200%	8.50	0%	\$845,000	-57%
Lethbridge County	280	-23%	385	-13%	74	-11%	73%	2.64	-11%	\$377,176	11%
MD of Taber	195	-6%	262	-6%	63	-33%	74%	3.23	-33%	\$280,328	-2%
Pincher Creek No 9	88	-22%	124	-11%	30	-13%	71%	3.36	-13%	\$388,621	15%
Willow Creek No 26	229	-9%	312	-5%	63	-24%	73%	2.76	-24%	\$320,539	17%
Crowsnest Pass	145	-16%	198	-11%	44	-11%	73%	3.01	-11%	\$319,079	2%
Vulcan County	91	-26%	149	1%	36	-14%	61%	4.00	-14%	\$313,442	19%
Warner County No 5	111	-8%	164	6%	44	19%	68%	3.94	19%	\$294,625	20%
Total	2869	-10%	3911	-2%	802	-10%	73%	2.79	0%	\$336,063	7%

October 2022



	2022		2021		2020		% Change	
	October	YTD	October	YTD	October	YTD	October	YTD
Total # of Listings	262	3,911	329	3,987	305	3,405	-20%	-2%
Total # of Sold	224	2,869	288	3,200	284	2,259	-22%	-10%
Total Sales Volume	\$72,786,775	\$964,165,319	\$89,463,239	#####	\$84,840,724	\$661,335,026	-19%	-4%

Number of Units Sold by Price Range	2022		2021	
	October	YTD	October	YTD
<\$200,000	48	498	60	611
\$200,000 - \$299,999	57	792	81	1051
\$300,000 - \$399,999	60	817	85	913
\$400,000 - \$499,999	33	421	37	350
\$500,000 - \$599,999	14	186	14	150
\$600,000 - \$699,999	5	70	6	70
\$700,000 - 999,999	7	71	5	44
\$1,000,000+	0	14	0	11

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$64,153,275	182	212	716
Other	\$8,633,500	42	50	156
Vacant Land	\$1,106,800	8	8	225
Total	\$73,893,575	232	270	1,097

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$0	0	0	16
Commercial	\$3,669,179	8	8	120
Total	\$3,669,179	8	8	136

Grand Total	\$77,562,754	240	278	1,233
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REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2022								2021							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Lethbridge	152	2450	122	1854	80%	76%	\$329,849	\$342,512	196	2473	180	2036	92%	82%	\$317,971	\$318,197
Barons	3	12	2	9	67%	75%	\$193,750	\$225,611	3	11	1	6	33%	55%	\$88,000	\$126,418
Bellevue	3	37	2	20	67%	54%	\$472,500	\$338,005	2	32	1	25	50%	78%	\$266,500	\$290,396
Blairmore	3	43	4	37	133%	86%	\$248,125	\$301,105	6	58	5	46	83%	79%	\$366,780	\$289,539
Burdett	2	10	0	1	0%	10%	-	\$294,000	0	10	0	5	-	50%	-	\$287,600
Cardston	3	98	5	60	167%	61%	\$226,000	\$278,001	6	62	5	44	83%	71%	\$327,500	\$280,959
Carmangay	1	13	2	11	200%	85%	\$175,500	\$151,364	2	10	1	11	50%	110%	\$30,000	\$113,464
Champion	3	9	0	7	0%	78%	-	\$268,414	1	14	0	10	0%	71%	-	\$112,020
Claresholm	7	107	5	90	71%	84%	\$255,600	\$257,640	9	109	6	89	67%	82%	\$186,550	\$228,726
Coaldale	10	184	17	142	170%	77%	\$323,171	\$341,426	12	200	14	182	117%	91%	\$311,643	\$331,563
Coleman	6	90	5	66	83%	73%	\$232,000	\$299,598	9	111	10	80	111%	72%	\$419,800	\$296,439
Coutts	1	7	0	2	0%	29%	-	\$291,250	1	6	0	5	0%	83%	-	\$73,400
Cowley	1	7	1	4	100%	57%	\$250,000	\$263,250	0	6	0	5	-	83%	-	\$150,460
Crowsnest	0	1	0	1	-	100%	-	\$107,000	0	5	0	4	-	80%	-	\$361,719
Foremost	0	3	0	2	-	67%	-	\$133,000	0	5	0	4	-	80%	-	\$90,500
Fort Macleod	9	85	6	45	67%	53%	\$195,250	\$310,233	8	68	8	46	100%	68%	\$239,888	\$248,533
Glenwood	1	4	0	1	0%	25%	-	\$270,500	0	5	0	6	-	120%	-	\$345,708
Granum	2	16	2	11	100%	69%	\$380,000	\$230,991	2	24	2	15	100%	63%	\$98,000	\$157,700
Grassy Lake	0	11	1	5	-	45%	\$165,000	\$174,500	4	14	0	5	0%	36%	-	\$265,100
Hill Spring	1	11	0	6	0%	55%	-	\$272,650	1	15	2	13	200%	87%	\$293,750	\$275,723
Lomond	1	7	1	5	100%	71%	\$75,000	\$118,800	0	2	0	4	-	200%	-	\$208,225
Magrath	2	25	0	16	0%	64%	-	\$358,975	0	20	0	16	-	80%	-	\$277,244
Milk River	0	24	4	18	-	75%	\$196,750	\$188,828	2	31	4	30	200%	97%	\$115,000	\$127,763
Nobleford	3	36	2	24	67%	67%	\$197,500	\$338,454	4	34	1	26	25%	76%	\$415,500	\$260,277
Picture Butte	3	27	1	18	33%	67%	\$450,000	\$301,639	4	49	2	36	50%	73%	\$297,500	\$293,257
Pincher Creek	11	81	8	65	73%	80%	\$286,813	\$307,350	9	84	7	78	78%	93%	\$279,929	\$275,248
Raymond	7	73	6	54	86%	74%	\$287,933	\$289,192	8	77	5	61	63%	79%	\$278,500	\$295,211
Stavelly	1	14	2	14	200%	100%	\$227,250	\$206,543	3	15	1	11	33%	73%	\$161,000	\$288,000
Stirling	2	27	4	14	200%	52%	\$448,750	\$363,736	3	19	3	9	100%	47%	\$211,633	\$269,267
Taber	12	177	3	137	25%	77%	\$311,300	\$270,580	17	202	14	153	82%	76%	\$273,386	\$272,351
Vauxhall	1	38	2	27	200%	71%	\$252,450	\$232,270	2	25	4	19	200%	76%	\$257,500	\$209,789
Vulcan	7	52	3	37	43%	71%	\$229,067	\$245,564	5	73	6	62	120%	85%	\$263,833	\$251,798
Warner	1	13	2	8	200%	62%	\$333,750	\$207,038	2	12	0	8	0%	67%	-	\$172,362
Coalhurst	8	64	6	52	75%	81%	\$338,400	\$370,970	3	83	3	64	100%	77%	\$376,133	\$345,215
Barnwell	0	8	0	6	-	75%	-	\$381,450	0	17	2	17	-	100%	\$341,000	\$359,241
Aetna	0	0	0	0	-	-	-	-	0	2	0	2	-	100%	-	\$299,500
Beaver Mines	0	4	0	3	-	75%	-	\$565,667	0	2	1	1	-	50%	\$470,000	\$470,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	1	-	-	-	\$300,000	0	3	1	1	-	33%	\$300,000	\$300,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	2	6	1	1	50%	17%	\$875,000	\$875,000	0	7	0	3	-	43%	-	\$727,333

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	0159								158							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Enchant	0	4	0	4	-	100%	-	\$176,750	0	2	0	2	-	100%	-	\$190,000
Etzikom	0	0	0	1	-	-	-	\$162,000	0	1	0	0	-	0%	-	-
Frank	0	7	0	5	-	71%	-	\$467,500	0	5	0	5	-	100%	-	\$504,300
Hays	0	6	0	4	-	67%	-	\$212,250	0	3	0	3	-	100%	-	\$326,667
Hillcrest	2	16	2	14	100%	88%	\$361,250	\$350,600	0	8	0	7	-	88%	-	\$395,143
Iron Springs	1	3	0	1	0%	33%	-	\$340,000	2	4	0	2	0%	50%	-	\$356,500
Lundbreck	2	5	1	4	50%	80%	\$585,000	\$742,250	2	13	2	8	100%	62%	\$447,500	\$277,850
Manyberries	0	0	0	0	-	-	-	-	1	3	0	1	0%	33%	-	\$39,000
Monarch	0	7	0	5	-	71%	-	\$313,300	0	3	1	3	-	100%	\$240,000	\$210,000
Mountain View	0	2	0	1	-	50%	-	\$579,000	0	2	0	0	-	0%	-	-
New Dayton	0	2	0	2	-	100%	-	\$262,500	0	1	0	1	-	100%	-	\$80,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	1	9	0	5	0%	56%	-	\$165,500	0	11	0	10	-	91%	-	\$194,600
Spring Coulee	0	1	1	1	-	100%	\$390,000	\$390,000	0	0	0	0	-	-	-	-
Turin	0	3	1	2	-	67%	\$225,000	\$185,000	0	1	0	1	-	100%	-	\$165,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	1	0	2	-	200%	-	\$845,000	0	3	0	1	-	33%	-	\$1,950,000
Welling	0	1	0	1	-	100%	-	\$300,000	0	2	0	1	-	50%	-	\$695,000
Wrentham	0	2	0	4	-	200%	-	\$159,500	2	3	0	0	0%	0%	-	-
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	3	0	2	-	67%	-	\$260,000	0	0	0	1	-	-	-	\$275,000
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	1	1	1	-	100%	\$75,000	\$75,000	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	\$607,500	-	-	-	-	-	-	-	-
Orton	0	1	0	1	-	100%	-	\$750,000	0	1	1	1	-	100%	\$437,500	\$437,500
Parkland	0	1	0	1	-	100%	-	\$177,500	0	1	0	0	-	0%	-	-
Rural Cardson County	0	8	0	1	-	13%	-	\$500,000	1	6	0	2	0%	33%	-	\$471,500
Rural Crowsnest Pass	1	4	1	2	100%	50%	\$849,000	\$619,500	0	4	0	6	-	150%	-	\$496,033
Rural Forty Mile County	0	8	0	3	-	38%	-	\$353,667	3	8	1	3	33%	38%	\$550,000	\$485,000
Rural Lethbridge County	4	32	1	18	25%	56%	\$850,000	\$954,136	2	35	1	24	50%	69%	\$733,500	\$649,646
Rural Pincher Creek MD	5	27	1	11	20%	41%	\$670,000	\$739,718	3	34	2	21	67%	62%	\$482,500	\$627,329
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	2	18	1	12	50%	67%	\$710,000	\$550,500	2	14	0	8	0%	57%	-	\$584,500
Rural Vulcan County	2	53	1	28	50%	53%	\$160,000	\$519,843	5	38	2	29	40%	76%	\$520,000	\$426,048
Rural Warner County	1	16	0	9	0%	56%	-	\$577,111	2	6	1	6	50%	100%	\$119,000	\$577,333
Rural Willow Creek MD	2	27	2	20	100%	74%	\$800,000	\$699,978	3	29	1	19	33%	66%	\$478,000	\$579,216