

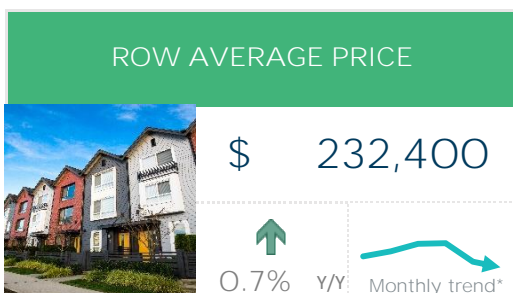
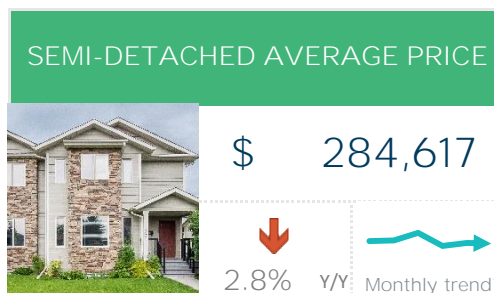
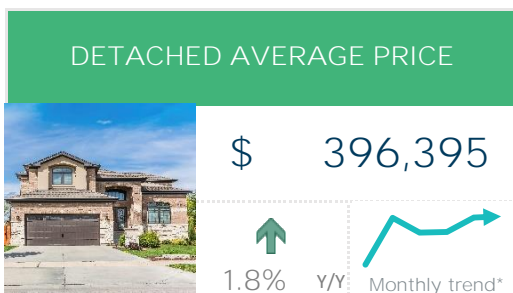
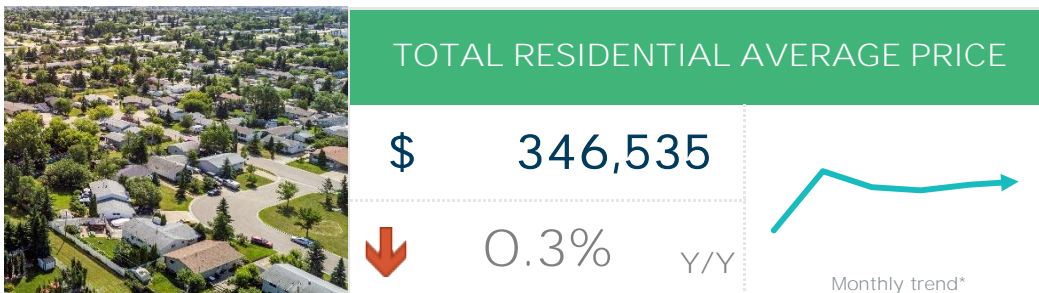
June 2023

Market Trend Summary

A pullback in new listings relative to sales caused the sales-to-new-listings ratio to push above 80 per cent in June once again, preventing any significant change in inventory levels.

In June inventory levels were 459, a decline over last year and the lowest June recorded since 2007. Much of the inventory declines this year have been driven by lower priced homes, as homes priced below \$300,000 only accounted for 32 per cent of all the inventory in comparison to last year where it was nearly 47 per cent.

Despite the tight conditions year-to-date prices are nearly two per cent lower than levels reported last year. Much of the decline has been driven by the detached sector. However, conditions likely vary depending on price range. Detached homes priced below \$300,000 are still seeing sales to new listings ratio that are near 100 per cent. Meanwhile in the upper end of the market conditions are much more balanced.



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

June 2023

June 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	-18%	175	-28%	328	-14%	81%	2.33	4%	\$396,395	2%
Semi	12	-33%	14	-46%	28	-15%	86%	2.33	27%	\$284,617	-3%
Row	23	-28%	34	-29%	51	-32%	68%	2.22	-5%	\$232,400	1%
Apartment	24	85%	26	18%	52	-40%	92%	2.17	-67%	\$193,946	21%
Total Residential	200	-15%	249	-27%	459	-20%	80%	2.30	-7%	\$346,535	0%

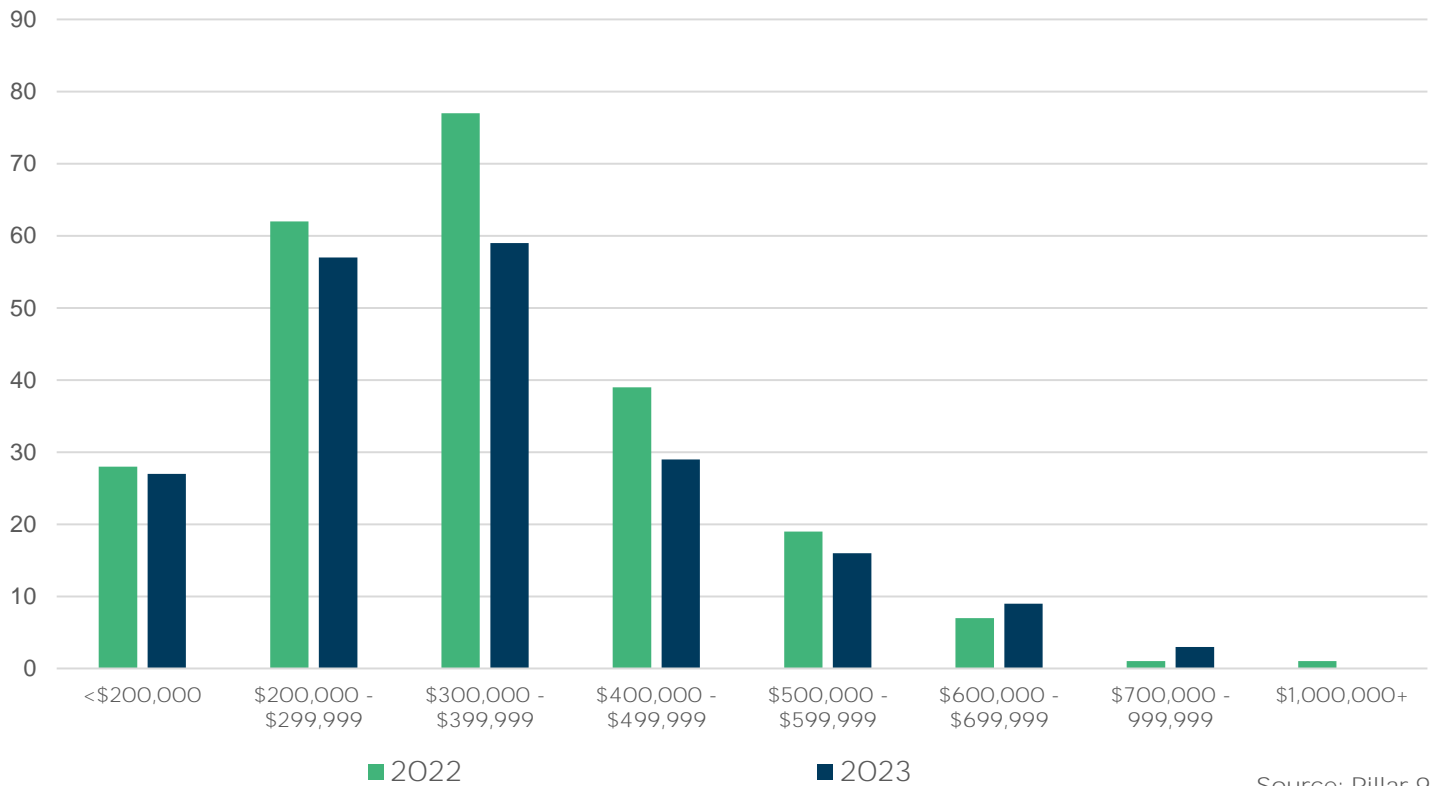
Year-to-Date

June 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	697	-25%	932	-25%	316	16%	75%	2.72	53%	\$379,738	-2%
Semi	60	-25%	70	-35%	23	1%	86%	2.33	34%	\$284,728	4%
Row	107	-18%	145	-24%	39	-27%	74%	2.20	-10%	\$251,361	3%
Apartment	102	-10%	127	-15%	54	-31%	80%	3.19	-24%	\$184,454	3%
Total Residential	966	-23%	1274	-24%	433	1%	76%	2.69	31%	\$338,997	-2%

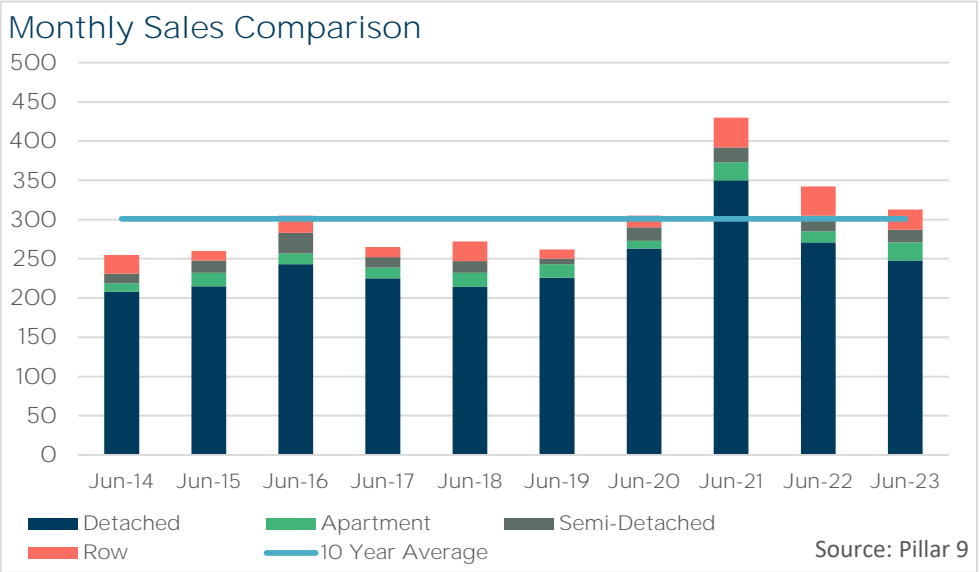
Residential Sales by Price Range

June



Source: Pillar 9

June 2023



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

SALES

313

↓ 8.5% Y/Y ↓ 20.0% YTD

NEW LISTINGS

406

↓ 22.8% Y/Y ↓ 21.1% YTD

INVENTORY

803

↓ 15.5% Y/Y ↗ Monthly trend*

MONTHS OF SUPPLY

2.57

↓ 15.5% Y/Y ↗ Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 360,696

↑ 7.2% Y/Y ↗ Monthly trend*

DETACHED AVG PRICE

\$ 394,606

↑ 8.8% Y/Y ↗ Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 269,900

↓ 8.6% Y/Y ↗ Monthly trend*

ROW AVG PRICE

\$ 243,385

↑ 4.5% Y/Y ↗ Monthly trend*

APARTMENT AVG PRICE

\$ 190,839

↑ 19.8% Y/Y ↗ Monthly trend*

June 2023

June 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	248	-8%	324	-23%	674	-9%	77%	2.72	-9%	\$394,606	9%
Semi	16	-20%	18	-40%	36	-23%	89%	2.25	-23%	\$269,900	-9%
Row	26	-30%	39	-26%	57	-34%	67%	2.19	-34%	\$243,385	5%
Apartment	23	64%	25	9%	54	-40%	92%	2.35	-40%	\$190,839	20%
Total Residential	313	-8%	406	-23%	803	-15%	77%	2.57	-15%	\$360,696	7%

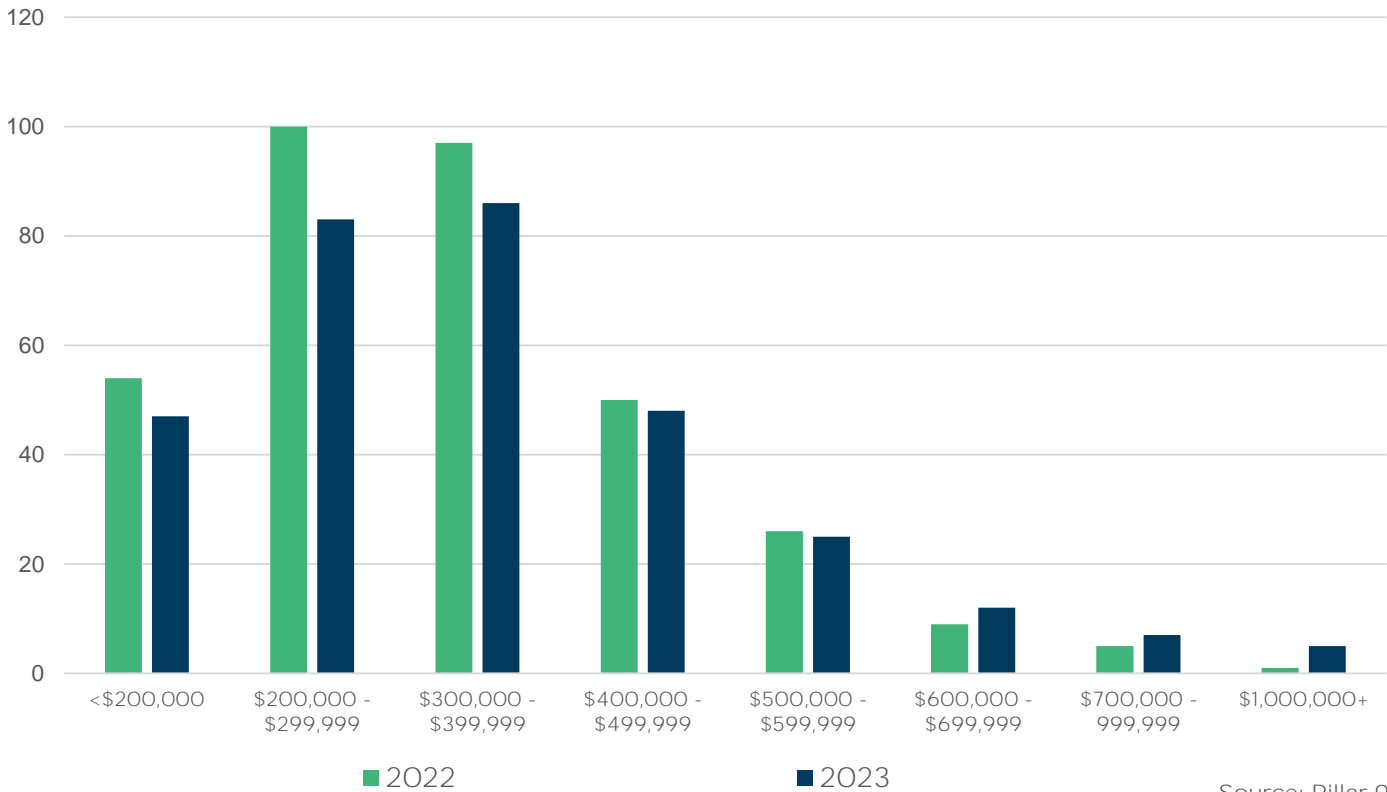
Year-to-Date

June 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	1182	-20%	1646	-20%	610	11%	72%	3.09	40%	\$372,781	3%
Semi	76	-21%	88	-35%	31	-11%	86%	2.42	13%	\$279,666	2%
Row	116	-26%	162	-29%	44	-31%	72%	2.25	-7%	\$253,794	3%
Apartment	108	-9%	134	-16%	56	-31%	81%	3.10	-24%	\$180,283	0%
Total Residential	1482	-20%	2030	-21%	728	2%	73%	2.95	28%	\$344,664	2%

Residential Sales by Price Range

June



Source: Pillar 9

June 2023

June 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	8	-97%	7	-98%	461	-20%	114%	57.63	-20%	\$398,813	15%
Cardston County	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Forty Mile County No 9	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Waterton ID	0	NA	0	NA	#N/A	NA	NA	NA	NA	NA	NA
Lethbridge County	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
MD of Taber	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Pincher Creek No 9	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Willow Creek No 26	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Crowsnest Pass	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Vulcan County	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Warner County No 5	0	-100%	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Total	313	-8%	406	-23%	803	-15%	77%	2.57	-15%	\$360,696	7%

Year-to-Date

June 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	776	-38%	1034	-39%	434	1%	75%	3.36	1%	\$337,720	-2%
Cardston County	26	-51%	36	-63%	#N/A	NA	72%	NA	NA	\$348,073	24%
Forty Mile County No 9	10	-47%	32	-32%	#N/A	NA	31%	NA	NA	\$243,700	35%
Waterton ID	1	0%	0	-100%	#N/A	NA	NA	NA	NA	\$1,150,000	37%
Lethbridge County	97	-40%	121	-45%	#N/A	NA	80%	NA	NA	\$393,301	6%
MD of Taber	57	-56%	78	-56%	#N/A	NA	73%	NA	NA	\$285,530	6%
Pincher Creek No 9	25	-52%	30	-59%	#N/A	NA	83%	NA	NA	\$340,080	-19%
Willow Creek No 26	66	-57%	101	-47%	#N/A	NA	65%	NA	NA	\$304,630	-10%
Crowsnest Pass	46	-40%	49	-57%	#N/A	NA	94%	NA	NA	\$333,949	9%
Vulcan County	23	-64%	51	-46%	#N/A	NA	45%	NA	NA	\$325,757	-8%
Warner County No 5	27	-60%	57	-42%	#N/A	NA	47%	NA	NA	\$280,300	-6%
Total	1482	-20%	2030	-21%	728	2%	73%	2.95	28%	\$344,664	2%

June 2023

	2023		2022		2021		% Change	
	June	YTD	June	YTD	June	YTD	June	YTD
Total # of Listings	406	2,030	526	2,572	488	2,562	-23%	-21%
Total # of Sold	313	1,482	342	1,852	430	1,977	-8%	-20%
Total Sales Volume	\$112,897,900	\$510,792,032	\$115,068,884	\$623,674,611	\$137,469,305	\$618,396,281	-2%	-18%

Number of Units	2023		2022	
	June	YTD	June	YTD
Sold by Price Range				
<\$200,000	47	237	54	316
\$200,000 - \$299,999	83	406	100	507
\$300,000 - \$399,999	86	416	97	530
\$400,000 - \$499,999	48	230	50	282
\$500,000 - \$599,999	25	100	26	130
\$600,000 - \$699,999	12	47	9	39
\$700,000 - 999,999	7	33	5	38
\$1,000,000+	5	13	1	10

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$97,862,200	248	324	674
Other	\$15,035,700	65	82	129
Vacant Land	\$2,947,500	18	18	295
Total	\$115,845,400	331	424	1,098

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$480,000	1	1	19
Commercial	\$1,707,108	7	7	148
Total	\$2,187,108	8	8	167

Grand Total	\$118,032,508	339	432	1,265
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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	
	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD
Lethbridge	7	1034	8	776	114%	75%	\$398,813	\$337,720	339	1684	234	1249	69%	74%	\$347,456	\$346,066
Barons	0	5	0	6	-	120%	-	\$180,150	2	4	1	6	50%	150%	\$100,000	\$234,667
Bellevue	0	11	0	10	-	91%	-	\$388,945	4	15	1	9	25%	60%	\$370,000	\$357,511
Blairmore	0	16	0	16	-	100%	-	\$407,875	10	28	2	17	20%	61%	\$158,500	\$292,765
Burdett	0	6	0	3	-	50%	-	\$164,000	1	7	0	0	0%	0%	-	-
Cardston	0	29	0	16	-	55%	-	\$292,306	13	62	6	33	46%	53%	\$269,333	\$250,914
Carmangay	0	2	0	0	-	0%	-	-	1	7	3	6	300%	86%	\$168,000	\$164,333
Champion	0	6	0	2	-	33%	-	\$187,000	0	4	1	6	-	150%	\$350,000	\$272,650
Claresholm	0	49	0	31	-	63%	-	\$280,800	9	65	10	65	111%	100%	\$334,440	\$267,796
Coaldale	1	82	0	54	0%	66%	-	\$403,541	25	111	13	79	52%	71%	\$376,038	\$338,580
Coleman	0	30	0	29	-	97%	-	\$344,022	10	55	6	42	60%	76%	\$238,417	\$307,738
Coutts	0	3	0	3	-	100%	-	\$262,500	1	5	0	2	0%	40%	-	\$291,250
Cowley	0	3	0	2	-	67%	-	\$80,000	1	4	0	2	0%	50%	-	\$234,000
Crowsnest	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$107,000
Foremost	0	0	0	0	-	-	-	-	0	3	1	2	-	67%	\$206,000	\$133,000
Fort Macleod	0	31	0	24	-	77%	-	\$241,808	12	44	6	26	50%	59%	\$308,983	\$345,985
Glenwood	0	4	0	0	-	0%	-	-	0	2	0	1	-	50%	-	\$270,500
Granum	0	4	0	1	-	25%	-	\$114,500	1	9	1	6	100%	67%	\$112,000	\$223,150
Grassy Lake	0	9	0	5	-	56%	-	\$185,400	1	6	0	3	0%	50%	-	\$164,167
Hill Spring	0	8	0	6	-	75%	-	\$193,333	1	8	1	5	100%	63%	\$270,000	\$273,200
Lomond	0	8	0	3	-	38%	-	\$193,000	1	4	2	3	200%	75%	\$124,500	\$143,000
Magrath	0	5	0	6	-	120%	-	\$425,917	1	14	3	13	300%	93%	\$247,167	\$354,662
Milk River	0	17	0	9	-	53%	-	\$170,533	1	13	0	6	0%	46%	-	\$163,250
Nobleford	0	16	0	14	-	88%	-	\$425,814	2	20	2	15	100%	75%	\$329,000	\$330,927
Picture Butte	1	20	0	14	0%	70%	-	\$280,957	2	16	2	12	100%	75%	\$349,500	\$311,958
Pincher Creek	1	27	0	25	0%	93%	-	\$344,780	12	49	9	37	75%	76%	\$285,863	\$305,299
Raymond	0	29	0	21	-	72%	-	\$330,705	11	43	7	37	64%	86%	\$285,857	\$277,689
Stavely	0	6	0	3	-	50%	-	\$265,000	2	11	0	8	0%	73%	-	\$241,175
Stirling	0	12	1	6	-	50%	\$375,000	\$338,317	3	14	0	6	0%	43%	-	\$319,667
Taber	0	60	1	52	-	87%	\$270,000	\$298,677	24	120	19	92	79%	77%	\$252,179	\$273,127
Vauxhall	0	20	0	11	-	55%	-	\$235,364	5	28	4	20	80%	71%	\$274,125	\$221,120
Vulcan	0	20	0	16	-	80%	-	\$231,088	8	33	3	26	38%	79%	\$288,167	\$260,260
Warner	0	7	1	2	-	29%	\$43,000	\$82,750	1	7	1	5	100%	71%	\$299,900	\$168,760
Coalhurst	0	24	1	19	-	79%	\$420,000	\$345,518	7	40	5	34	71%	85%	\$293,880	\$372,399
Barnwell	0	10	0	9	-	90%	-	\$446,389	1	4	0	2	0%	50%	-	\$213,750
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	1	0	0	-	0%	-	-	2	4	1	2	50%	50%	\$647,000	\$513,500
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$300,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	6	0	1	-	17%	-	\$1,200,000	0	1	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	
	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD	JUN	YTD
Enchant	0	4	0	2	-	50%	-	\$287,500	0	3	0	4	-	133%	-	\$176,750
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	0	1	0	0	-	0%	-	-	1	6	0	2	0%	33%	-	\$324,750
Hays	0	3	0	2	-	67%	-	\$132,500	1	5	0	2	0%	40%	-	\$227,500
Hillcrest	0	4	0	3	-	75%	-	\$245,000	1	9	1	5	100%	56%	\$180,000	\$269,380
Iron Springs	0	0	0	0	-	-	-	-	2	2	0	0	0%	0%	-	-
Lundbreck	0	2	0	0	-	0%	-	-	0	2	0	2	-	100%	-	\$949,500
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	2	0	2	-	100%	-	\$269,950	1	3	1	1	100%	33%	\$445,000	\$445,000
Mountain View	0	1	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
New Dayton	0	0	0	0	-	-	-	-	0	1	1	1	-	100%	\$260,000	\$260,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	0	4	0	2	-	50%	-	\$144,000	1	4	0	4	0%	100%	-	\$141,875
Spring Coulee	0	1	0	0	-	0%	-	-	0	1	0	0	-	0%	-	-
Turin	0	0	0	0	-	-	-	-	0	2	0	1	-	50%	-	\$145,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	0	0	1	-	-	-	\$1,150,000	0	1	0	1	-	100%	-	\$840,000
Welling	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$300,000
Wrentham	0	0	0	0	-	-	-	-	0	2	0	3	-	150%	-	\$156,833
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	1	0	2	-	200%	-	\$387,000	0	1	0	0	-	0%	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	\$586,450	-	-	-	-	-	-	-	\$605,000
Orton	0	3	0	1	-	33%	-	\$363,900	0	1	0	1	-	100%	-	\$750,000
Parkland	0	2	0	0	-	0%	-	-	0	1	1	1	-	100%	\$177,500	\$177,500
Rural Cardson County	0	8	0	2	-	25%	-	\$785,000	1	6	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	2	0	0	-	0%	-	-	0	0	0	1	-	-	-	\$390,000
Rural Forty Mile County	0	0	0	2	-	-	-	\$457,500	2	5	0	1	0%	20%	-	\$231,000
Rural Lethbridge County	0	13	0	8	-	62%	-	\$806,250	2	17	0	9	0%	53%	-	\$1,034,444
Rural Pincher Creek MD	0	10	0	8	-	80%	-	\$626,375	6	14	1	9	17%	64%	\$365,000	\$791,878
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	0	8	0	1	-	13%	-	\$680,000	3	11	1	7	33%	64%	\$530,000	\$480,714
Rural Vulcan County	0	31	0	13	-	42%	-	\$483,000	8	38	8	21	100%	55%	\$550,413	\$578,028
Rural Warner County	0	8	0	2	-	25%	-	\$447,500	4	14	3	8	75%	57%	\$645,667	\$623,000
Rural Willow Creek MD	0	7	0	4	-	57%	-	\$738,500	5	21	1	13	20%	62%	\$642,000	\$748,812