

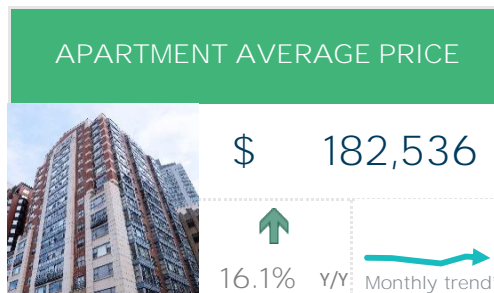
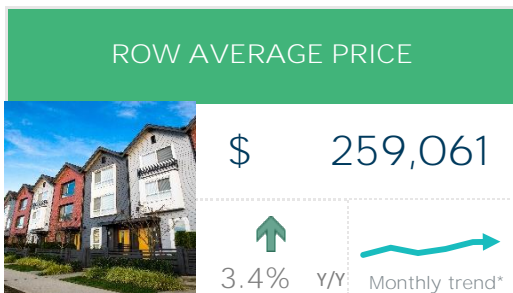
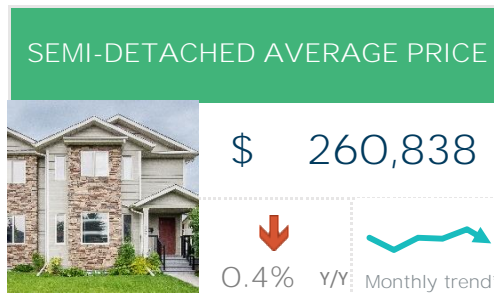
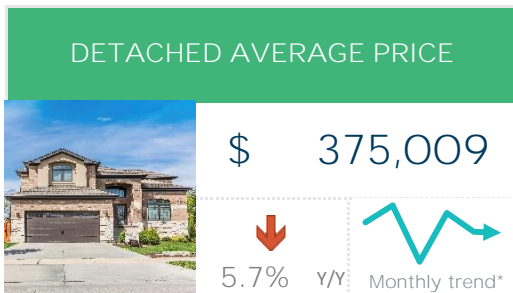
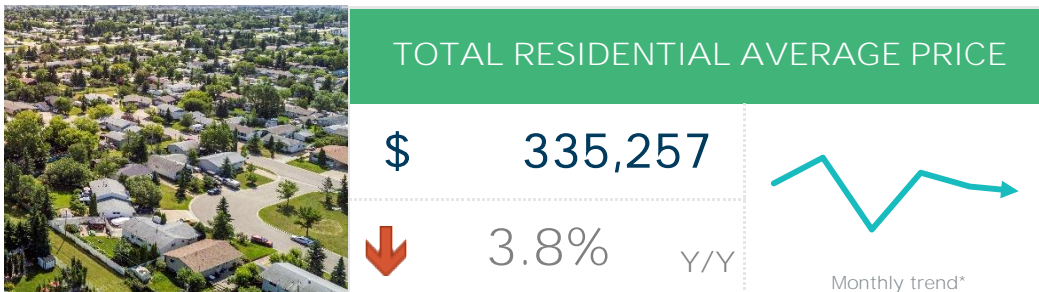
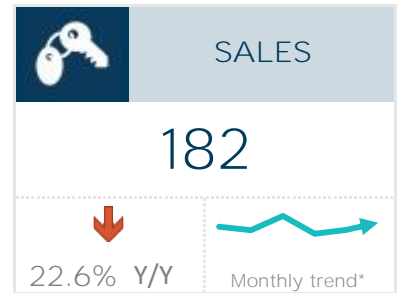
April 2023



Market Trend Summary

A steep pullback in new listings relative to sales caused the sales-to-new listings ratio to push above 80 percent, preventing any significant shift in the inventory situation in the city. Inventory gains for homes priced above \$300,000 offset the declines that occurred in the lower price ranges of the market. With 438 units available in April, inventory levels remain over 35 percent below long-term trends from the month.

Stable inventories were met with reductions in sales activity. While sales remain stronger than levels reported prior to the pandemic, the adjustment relative to inventory levels is shifting the market away from the strong sellers' conditions seen last year. Much of the shift is driven by higher-priced properties as conditions continue to favour the seller for homes priced below \$400,000. Despite the different dynamics within price ranges, year-to-date home prices have eased due to declines in the detached market. Given the tighter market conditions, this could reflect a shift toward lower-priced properties given the high-interest rate environment.



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

April 2023



April 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	134	-20%	171	-27%	325	19%	78%	2.43	49%	\$375,009	-6%
Semi	8	-43%	10	-52%	23	5%	80%	2.88	83%	\$260,838	0%
Row	18	-45%	26	-41%	39	-30%	69%	2.17	28%	\$259,061	3%
Apartment	22	10%	15	-44%	51	-34%	147%	2.32	-40%	\$182,536	16%
Total Residential	182	-23%	222	-32%	438	2%	82%	2.41	32%	\$335,257	-4%

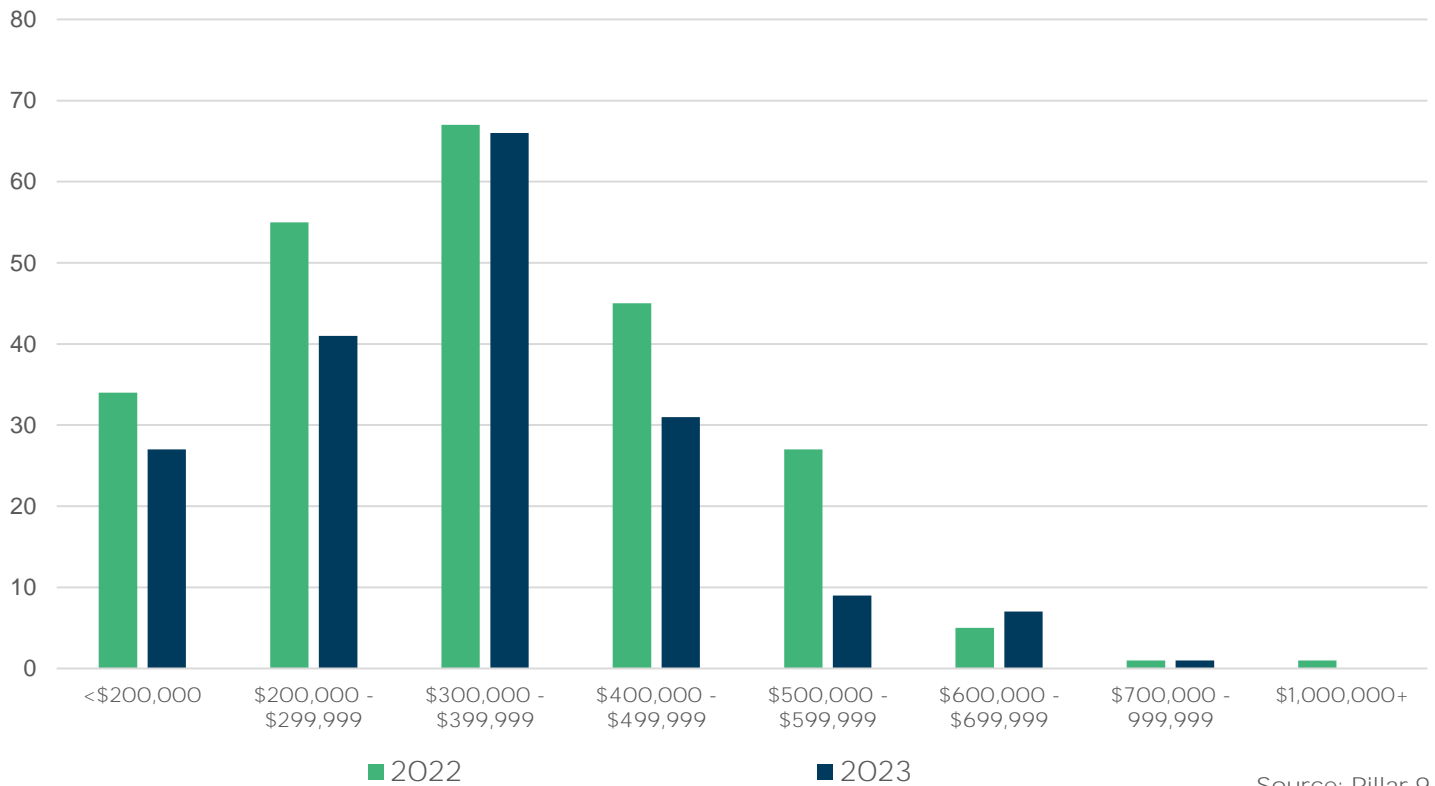
Year-to-Date

April 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	397	-32%	555	-24%	311	35%	72%	3.13	98%	\$367,832	-5%
Semi	33	-27%	37	-35%	22	10%	89%	2.61	50%	\$288,624	7%
Row	55	-30%	68	-35%	34	-25%	81%	2.44	8%	\$257,826	4%
Apartment	53	-33%	68	-29%	54	-28%	78%	4.09	7%	\$183,862	0%
Total Residential	538	-32%	728	-26%	420	14%	74%	3.12	66%	\$333,604	-3%

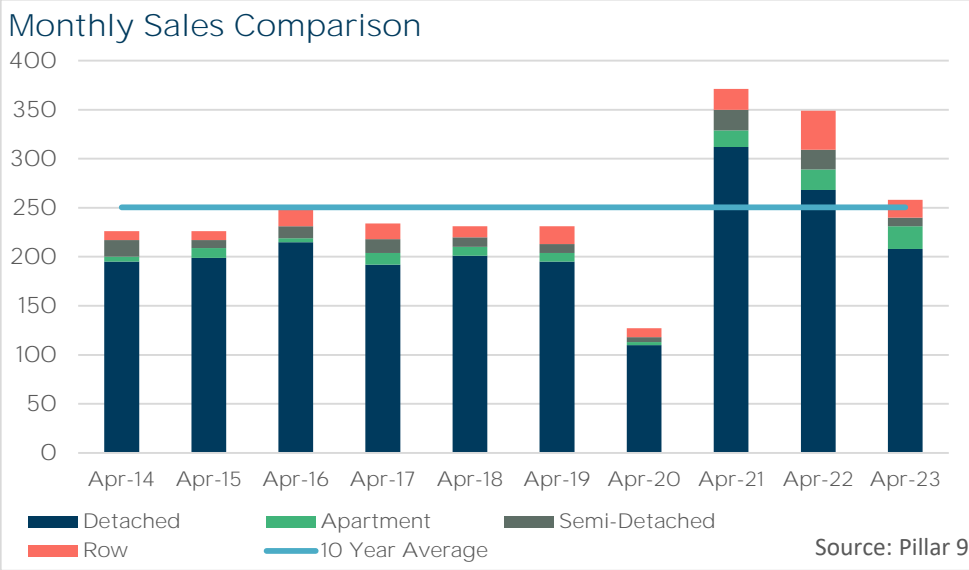
Residential Sales by Price Range

April



Source: Pillar 9

April 2023



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

SALES

258

↓ 26.1% Y/Y ↓ 28.4% YTD

NEW LISTINGS

346

↓ 30.1% Y/Y ↓ 23.9% YTD

INVENTORY

728

↑ 2.0% Y/Y → Monthly trend*

MONTHS OF SUPPLY

2.82

↑ 2.0% Y/Y → Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 329,609

↓ 1.6% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 355,421

↓ 3.5% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 259,745

↓ 0.7% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 259,061

↑ 7.5% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 178,730

↑ 12.1% Y/Y → Monthly trend*

April 2023



April 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	208	-22%	291	-24%	608	12%	71%	2.92	12%	\$355,421	-3%
Semi	9	-55%	10	-67%	27	-18%	90%	3.00	-18%	\$259,745	-1%
Row	18	-55%	28	-44%	44	-34%	64%	2.44	-34%	\$259,061	7%
Apartment	23	10%	17	-45%	52	-34%	135%	2.26	-34%	\$178,730	12%
Total Residential	258	-26%	346	-30%	728	2%	75%	2.82	2%	\$329,609	-2%

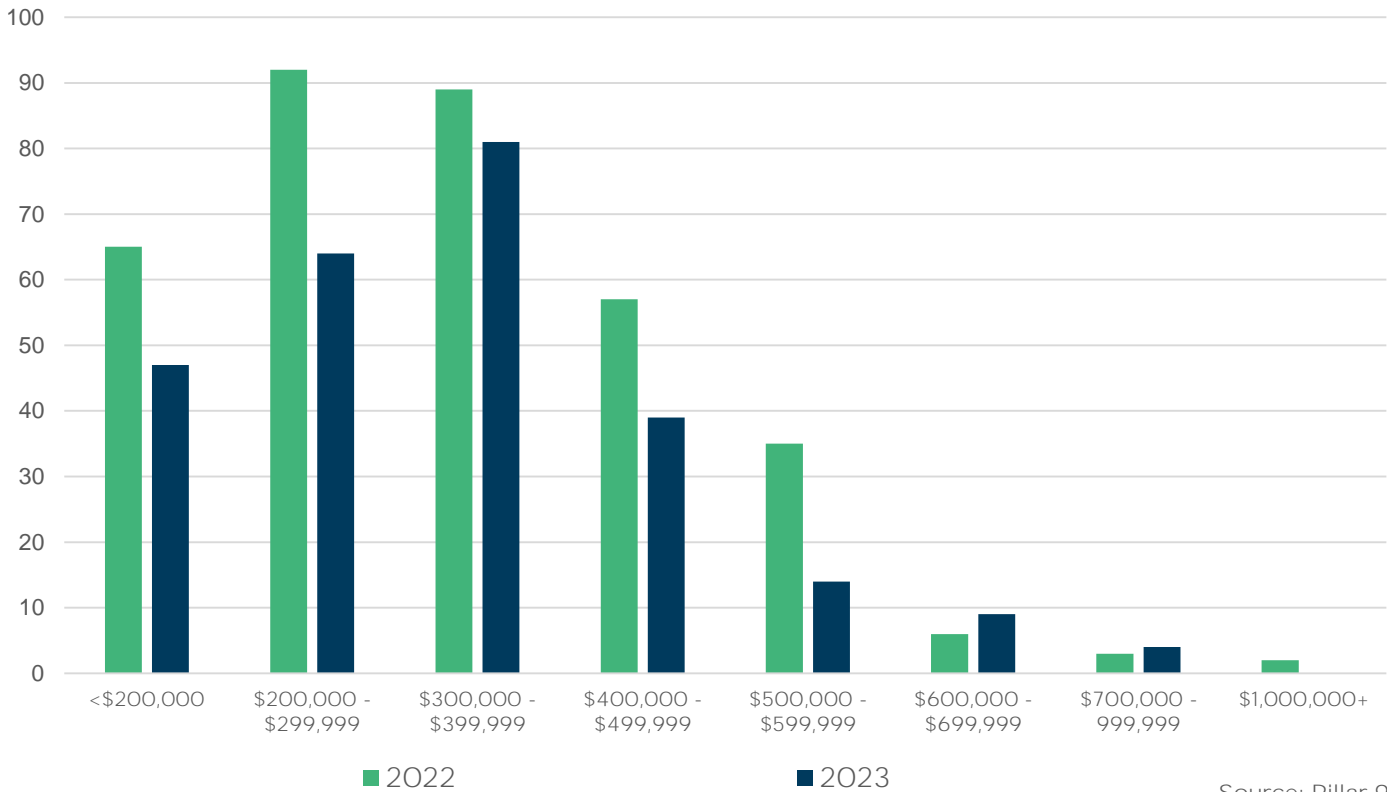
Year-to-Date

April 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	674	-28%	955	-21%	582	22%	71%	3.45	70%	\$357,637	-1%
Semi	45	-21%	45	-42%	28	-6%	100%	2.49	19%	\$283,889	4%
Row	60	-38%	78	-40%	38	-30%	77%	2.50	13%	\$259,619	5%
Apartment	59	-29%	74	-27%	56	-27%	80%	3.78	2%	\$176,582	-4%
Total Residential	838	-28%	1152	-24%	696	12%	73%	3.32	56%	\$333,912	0%

Residential Sales by Price Range

April



Source: Pillar 9

April 2023



April 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	182	-23%	222	-32%	438	2%	82%	2.41	2%	\$335,257	-4%
Cardston County	5	-55%	11	-52%	34	-24%	45%	6.80	-24%	\$453,900	45%
Forty Mile County Nc	3	50%	8	0%	31	0%	38%	10.33	0%	\$342,667	44%
Waterton ID	0	-100%	0	NA	#N/A	NA	NA	NA	NA	NA	NA
Lethbridge County	22	-39%	28	-44%	58	2%	79%	2.64	2%	\$402,041	13%
MD of Taber	16	-36%	23	-30%	61	-2%	70%	3.81	-2%	\$289,369	11%
Pincher Creek No 9	9	29%	5	-62%	23	-18%	180%	2.56	-18%	\$244,056	-17%
Willow Creek No 26	21	-16%	38	15%	56	14%	55%	2.67	14%	\$292,762	-12%
Crowsnest Pass	9	-50%	15	-35%	30	-3%	60%	3.33	-3%	\$337,822	7%
Vulcan County	7	-53%	19	-10%	44	38%	37%	6.29	38%	\$340,643	4%
Warner County No 5	13	18%	19	12%	42	14%	68%	3.23	14%	\$301,938	9%
Total	258	-26%	346	-30%	728	2%	75%	2.82	2%	\$329,609	-2%

Year-to-Date

April 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	538	-32%	728	-26%	420	14%	74%	3.12	14%	\$333,604	-3%
Cardston County	26	-24%	35	-46%	37	1%	74%	5.69	1%	\$348,073	18%
Forty Mile County Nc	10	-23%	32	3%	29	20%	31%	11.60	20%	\$243,700	43%
Waterton ID	1	0%	0	NA	#N/A	NA	NA	NA	NA	\$1,150,000	37%
Lethbridge County	97	-16%	121	-8%	61	17%	80%	2.52	17%	\$393,301	6%
MD of Taber	57	-31%	78	-31%	59	-6%	73%	4.12	-6%	\$285,530	8%
Pincher Creek No 9	25	-7%	30	-21%	27	8%	83%	4.28	8%	\$340,080	-12%
Willow Creek No 26	66	-35%	101	-11%	48	3%	65%	2.88	3%	\$304,630	-7%
Crowsnest Pass	46	-13%	49	-22%	31	6%	94%	2.65	6%	\$333,949	8%
Vulcan County	23	-43%	51	-11%	35	35%	45%	6.00	35%	\$325,757	-10%
Warner County No 5	27	-27%	57	6%	36	2%	47%	5.37	2%	\$280,300	5%
Total	838	-28%	1152	-24%	696	12%	73%	3.32	56%	\$333,912	0%

April 2023



	2023		2022		2021		% Change	
	April	YTD	April	YTD	April	YTD	April	YTD
Total # of Listings	346	1,152	495	1,514	468	1,576	-30%	-24%
Total # of Sold	258	838	349	1,171	371	1,142	-26%	-28%
Total Sales Volume	\$85,039,220	\$279,817,886	\$116,924,287	\$391,884,534	\$117,941,931	\$355,878,441	-27%	-29%

Number of Units	2023		2022	
	April	YTD	April	YTD
Sold by Price Range				
<\$200,000	47	141	65	202
\$200,000 - \$299,999	64	249	92	319
\$300,000 - \$399,999	81	224	89	339
\$400,000 - \$499,999	39	129	57	173
\$500,000 - \$599,999	14	51	35	86
\$600,000 - \$699,999	9	25	6	23
\$700,000 - 999,999	4	14	3	23
\$1,000,000+	0	5	2	6

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$73,927,618	208	291	608
Other	\$1,111,602	50	55	120
Vacant Land	\$854,500	5	5	239
Total	\$85,893,720	263	351	967

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$3,625,000	2	2	20
Commercial	\$3,238,420	10	10	127
Total	\$6,863,420	12	12	147

Grand Total	\$92,757,140	275	363	1,114
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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	
	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD
Lethbridge	222	728	182	538	82%	74%	\$335,257	\$333,604	325	989	235	787	72%	80%	\$348,496	\$345,167
Barons	0	5	0	5	-	100%	-	\$166,180	0	2	0	5	-	250%	-	\$261,600
Bellevue	2	6	1	6	50%	100%	\$263,000	\$324,583	3	10	3	7	100%	70%	\$328,200	\$346,086
Blairmore	5	12	1	12	20%	100%	\$285,000	\$403,542	3	13	4	14	133%	108%	\$361,225	\$300,714
Burdett	1	5	1	1	100%	20%	\$178,000	\$178,000	1	6	0	0	0%	0%	-	-
Cardston	4	16	3	15	75%	94%	\$333,667	\$304,793	15	37	7	20	47%	54%	\$321,250	\$273,858
Carmangay	1	2	0	0	0%	0%	-	-	2	3	0	2	0%	67%	-	\$128,500
Champion	2	4	0	1	0%	25%	-	\$248,000	1	4	3	5	300%	125%	\$235,300	\$257,180
Claresholm	17	41	10	21	59%	51%	\$283,900	\$287,419	11	41	11	44	100%	107%	\$263,255	\$258,600
Coaldale	13	57	8	41	62%	72%	\$430,625	\$386,774	22	67	20	54	91%	81%	\$283,875	\$319,730
Coleman	8	26	7	25	88%	96%	\$356,057	\$313,466	11	32	10	27	91%	84%	\$294,240	\$308,063
Coutts	1	2	0	1	0%	50%	-	\$227,500	0	4	1	2	-	50%	\$460,000	\$291,250
Cowley	1	2	1	2	100%	100%	\$110,000	\$80,000	1	1	0	0	0%	0%	-	-
Crowsnest	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Foremost	0	0	0	0	-	-	-	-	1	3	0	1	0%	33%	-	\$60,000
Fort Macleod	10	22	5	17	50%	77%	\$206,500	\$186,000	4	23	5	18	125%	78%	\$295,500	\$361,817
Glenwood	2	4	0	0	0%	0%	-	-	0	1	0	1	-	100%	-	\$270,500
Granum	2	3	1	1	50%	33%	\$114,500	\$114,500	1	6	1	5	100%	83%	\$179,900	\$245,380
Grassy Lake	0	3	2	3	-	100%	\$183,750	\$205,833	1	4	0	3	0%	75%	-	\$164,167
Hill Spring	3	7	0	4	0%	57%	-	\$170,625	2	7	2	4	100%	57%	\$232,000	\$274,000
Lomond	1	6	0	2	0%	33%	-	\$122,000	1	2	0	1	0%	50%	-	\$180,000
Magrath	1	3	1	4	100%	133%	\$568,500	\$437,625	3	12	1	8	33%	67%	\$435,000	\$365,575
Milk River	2	14	3	6	150%	43%	\$150,633	\$169,467	2	9	1	6	50%	67%	\$235,000	\$163,250
Nobleford	3	10	4	12	133%	120%	\$374,225	\$449,408	5	14	5	11	100%	79%	\$385,980	\$337,400
Picture Butte	4	14	2	12	50%	86%	\$283,750	\$294,117	3	9	2	8	67%	89%	\$203,750	\$296,062
Pincher Creek	3	18	7	17	233%	94%	\$265,214	\$284,059	8	27	5	20	63%	74%	\$240,000	\$287,490
Raymond	8	21	7	15	88%	71%	\$359,057	\$309,927	10	22	5	21	50%	95%	\$194,000	\$264,348
Stavelly	0	5	0	3	-	60%	-	\$265,000	3	8	1	6	33%	75%	\$240,000	\$247,567
Stirling	4	9	2	4	50%	44%	\$282,450	\$319,975	1	6	2	4	200%	67%	\$328,750	\$329,375
Taber	11	42	10	42	91%	100%	\$342,490	\$286,612	23	72	19	54	83%	75%	\$263,474	\$272,007
Vauxhall	4	13	2	6	50%	46%	\$186,250	\$254,167	4	21	3	14	75%	67%	\$230,500	\$213,636
Vulcan	6	16	5	13	83%	81%	\$297,700	\$247,954	5	22	7	19	140%	86%	\$262,393	\$260,618
Warner	2	5	0	0	0%	0%	-	-	0	1	0	1	-	100%	-	\$184,900
Coalhurst	4	17	3	16	75%	94%	\$308,500	\$356,334	10	23	5	23	50%	100%	\$420,630	\$374,250
Barnwell	4	7	0	2	0%	29%	-	\$397,500	2	3	0	1	0%	33%	-	\$237,500
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$300,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	1	4	0	0	0%	0%	-	-	1	1	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	
	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD	APR	YTD
Enchant	1	3	1	1	100%	33%	\$355,000	\$355,000	0	3	1	4	-	133%	\$145,000	\$176,750
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	0	1	0	0	-	0%	-	-	2	3	0	1	0%	33%	-	\$269,500
Hays	0	2	1	2	-	100%	\$110,000	\$132,500	0	3	0	2	-	67%	-	\$227,500
Hillcrest	0	3	0	3	-	100%	-	\$245,000	3	4	1	3	33%	75%	\$285,000	\$280,667
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	0	1	0	0	-	0%	-	-	0	2	1	1	-	50%	\$150,000	\$150,000
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	2	1	2	-	100%	\$250,000	\$269,950	2	2	0	0	0%	0%	-	-
Mountain View	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
New Dayton	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	0	3	1	2	-	67%	\$170,000	\$144,000	1	3	1	4	100%	133%	\$197,000	\$141,875
Spring Coulee	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Turin	0	0	0	0	-	-	-	-	1	1	1	1	100%	100%	\$145,000	\$145,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	0	0	1	-	-	-	\$1,150,000	0	0	1	1	-	-	\$840,000	\$840,000
Welling	0	0	0	0	-	-	-	-	0	1	1	1	-	100%	\$300,000	\$300,000
Wrentham	0	0	0	0	-	-	-	-	0	2	1	1	-	50%	\$205,500	\$205,500
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	1	1	0	1	0%	100%	-	\$475,000	1	1	0	0	0%	0%	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	3	3	-	-	-	-	-	\$572,900	-	-	-	-	-	-	-	\$605,000
Orton	1	3	0	1	0%	33%	-	\$363,900	0	1	0	0	-	0%	-	-
Parkland	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Rural Cardson County	0	4	1	2	-	50%	\$700,000	\$785,000	1	3	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	1	0	0	-	0%	-	-	0	0	0	1	-	-	-	\$390,000
Rural Forty Mile County	0	0	1	2	-	-	\$575,000	\$457,500	1	2	1	1	100%	50%	\$231,000	\$231,000
Rural Lethbridge County	3	9	3	7	100%	78%	\$663,333	\$858,571	5	10	2	8	40%	80%	\$1,190,000	\$1,073,125
Rural Pincher Creek MD	1	8	1	6	100%	75%	\$230,000	\$585,500	3	7	1	6	33%	86%	\$720,000	\$765,000
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	1	6	0	1	0%	17%	-	\$680,000	3	7	2	5	67%	71%	\$326,000	\$463,200
Rural Vulcan County	7	19	2	6	29%	32%	\$448,000	\$515,333	12	23	4	11	33%	48%	\$510,750	\$654,273
Rural Warner County	2	6	1	1	50%	17%	\$395,000	\$395,000	3	9	1	2	33%	22%	\$525,000	\$547,500
Rural Willow Creek MD	2	7	1	4	50%	57%	\$849,000	\$738,500	2	11	2	11	100%	100%	\$880,000	\$599,323