

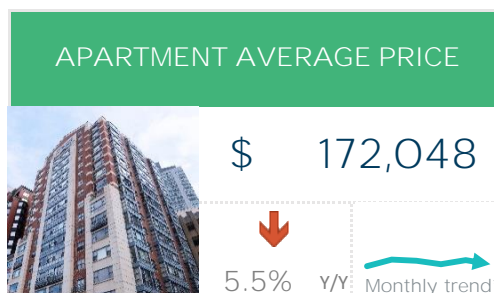
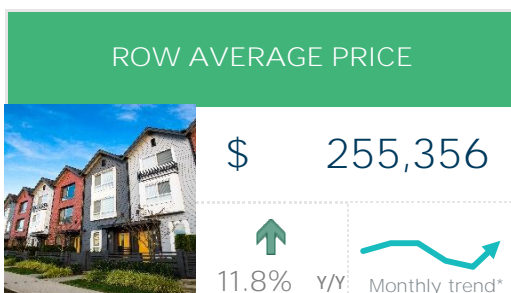
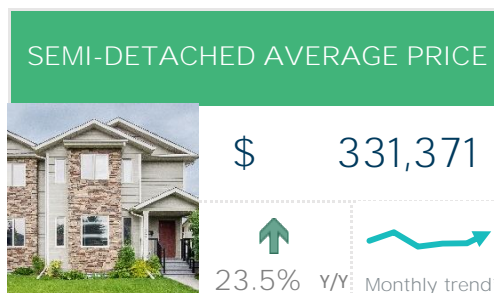
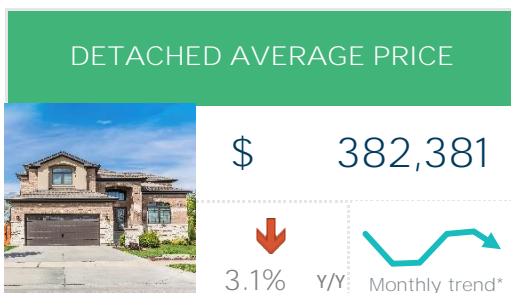
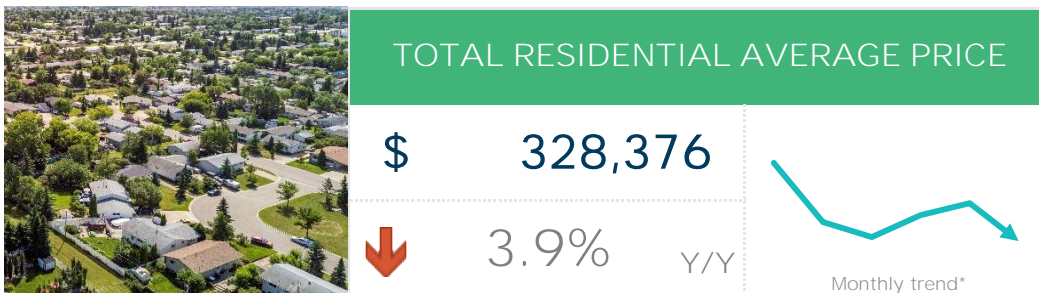
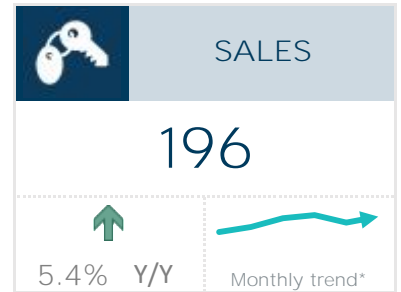
July 2023

Market Trend Summary

With 220 new listings and 196 sales in July, the sales to new listings ratio pushed up to 89 per cent and inventories eased over both last month and last years levels. This prevented any significant change in market conditions with just over two months of supply.

Year-to-date price gains for semi-detached, row and apartment condominium homes were not enough to offset the declines reported in the detached sector of the market, as total residential prices eased by two per cent.

Within the detached market conditions do vary significantly depending on price range. Higher priced properties are seeing better supply conditions relative to the demand, while lower priced homes are generally experiencing seller market conditions. This is likely resulting in differing price trends based on price range.



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

July 2023

July 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	122	-5%	147	-14%	322	-18%	83%	2.64	-14%	\$382,381	-3%
Semi	14	0%	14	8%	26	-7%	100%	1.86	-7%	\$331,371	24%
Row	33	18%	33	22%	48	-24%	100%	1.45	-35%	\$255,356	12%
Apartment	27	69%	26	30%	49	-40%	104%	1.81	-65%	\$172,048	-5%
Total Residential	196	5%	220	-4%	445	-21%	89%	2.27	-25%	\$328,376	-4%

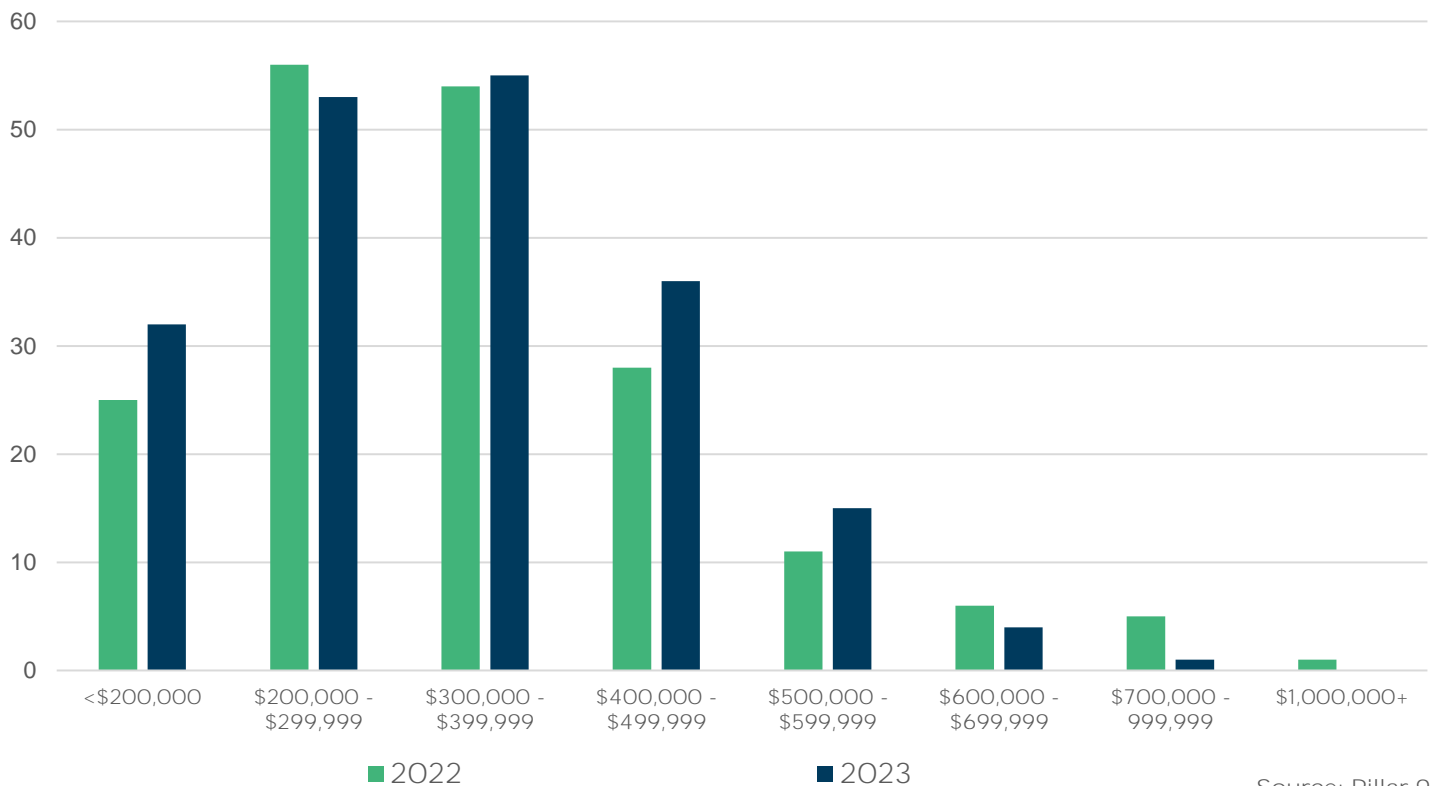
Year-to-Date

July 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	819	-22%	1079	-23%	317	9%	76%	2.71	40%	\$380,132	-2%
Semi	74	-21%	84	-30%	24	-1%	88%	2.24	26%	\$293,553	7%
Row	140	-12%	178	-18%	40	-26%	79%	2.02	-16%	\$252,303	5%
Apartment	129	0%	153	-10%	53	-32%	84%	2.90	-32%	\$181,857	1%
Total Residential	1162	-19%	1494	-22%	435	-3%	78%	2.62	20%	\$337,206	-2%

Residential Sales by Price Range

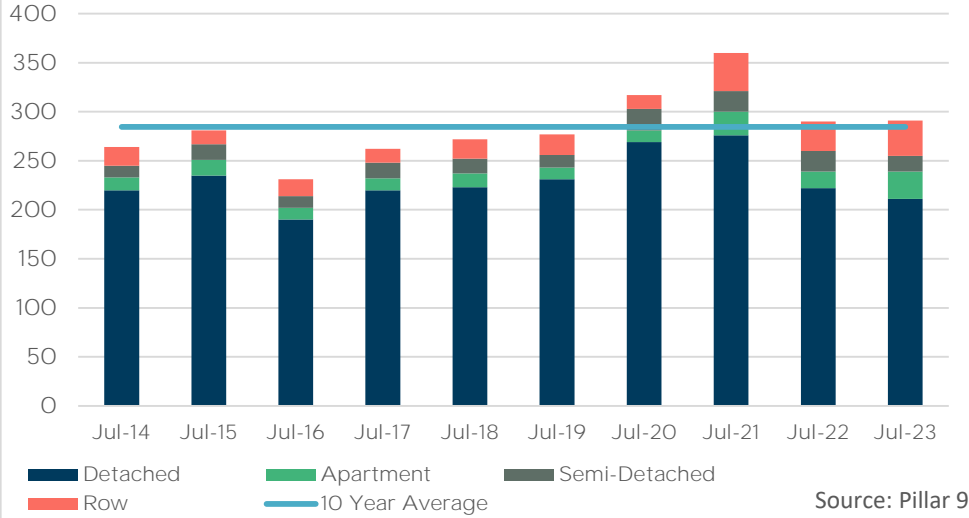
July



Source: Pillar 9

July 2023

Monthly Sales Comparison



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

SALES

291

0.3% Y/Y 17.2% YTD

NEW LISTINGS

335

16.0% Y/Y 20.4% YTD

INVENTORY

800

20.0% Y/Y Monthly trend*

MONTHS OF SUPPLY

2.75

20.0% Y/Y Monthly trend*



TOTAL RESIDENTIAL AVG PRICE

\$ 329,058

6.3% Y/Y Monthly trend*

DETACHED AVG PRICE

\$ 364,303

5.6% Y/Y Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 319,013

5.6% Y/Y Monthly trend*

ROW AVG PRICE

\$ 249,562

10.4% Y/Y Monthly trend*

APARTMENT AVG PRICE

\$ 171,404

4.0% Y/Y Monthly trend*

July 2023



July 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	211	-5%	252	-24%	663	-16%	84%	3.14	-16%	\$364,303	-6%
Semi	16	-24%	17	-6%	36	-10%	94%	2.25	-10%	\$319,013	6%
Row	36	20%	38	36%	56	-23%	95%	1.56	-23%	\$249,562	10%
Apartment	28	65%	28	22%	52	-41%	100%	1.86	-41%	\$171,404	-4%
Total Residential	291	0%	335	-16%	800	-20%	87%	2.75	-20%	\$329,058	-6%

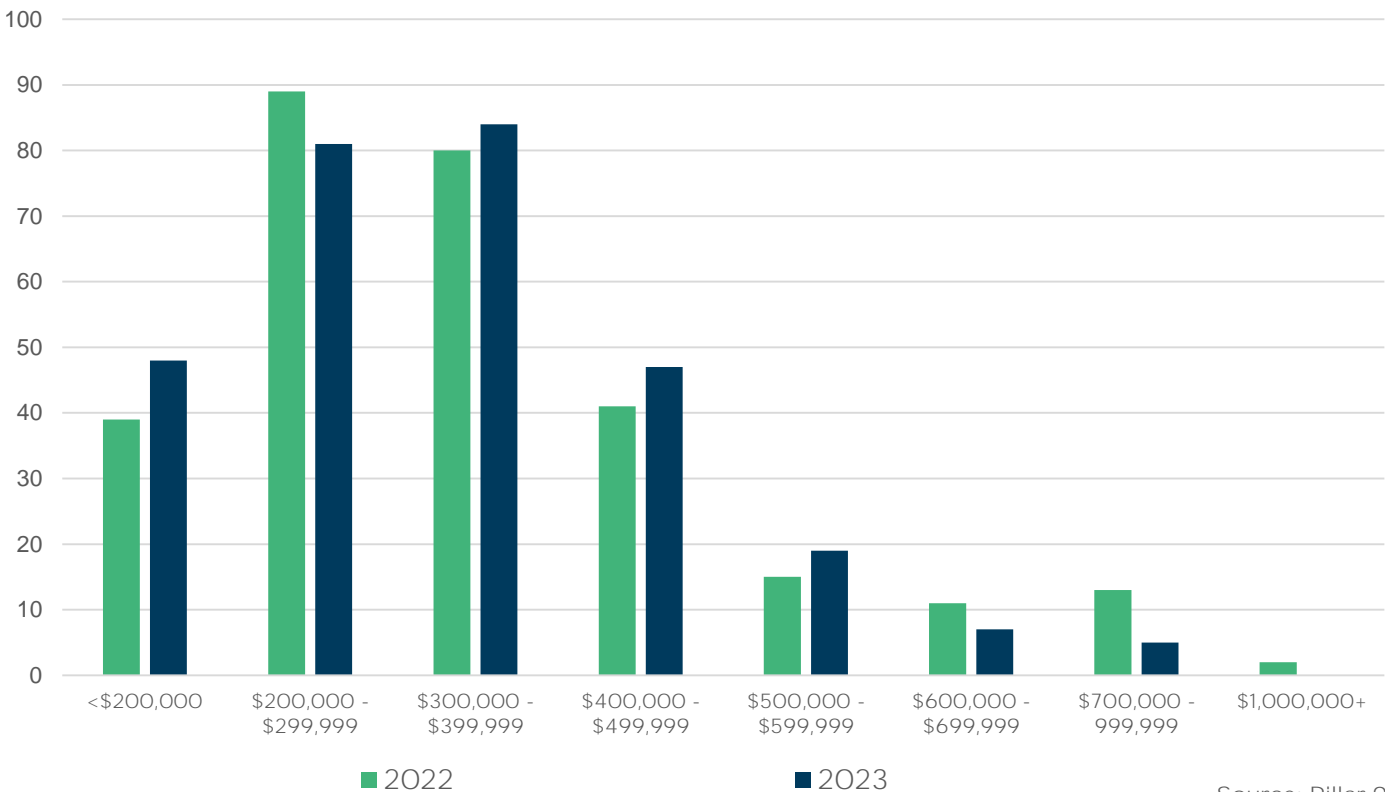
Year-to-Date

July 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	1393	-18%	1899	-20%	617	6%	73%	3.10	30%	\$371,497	2%
Semi	92	-21%	105	-31%	31	-11%	88%	2.39	14%	\$286,509	3%
Row	152	-18%	200	-22%	45	-30%	76%	2.09	-14%	\$252,792	4%
Apartment	136	0%	162	-11%	55	-32%	84%	2.85	-32%	\$178,454	-1%
Total Residential	1773	-17%	2366	-20%	738	-2%	75%	2.92	18%	\$342,103	1%

Residential Sales by Price Range

July



Source: Pillar 9

July 2023



July 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	196	5%	220	-4%	448	-21%	89%	2.29	-21%	\$328,376	-4%
Cardston County	13	117%	11	-58%	44	-40%	118%	3.38	-40%	\$322,015	9%
Forty Mile County No 9	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Waterton ID	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Lethbridge County	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
MD of Taber	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Pincher Creek No 9	5	-55%	10	-9%	35	6%	50%	7.00	6%	\$377,620	13%
Willow Creek No 26	20	67%	26	-10%	65	-16%	77%	3.25	-16%	\$297,433	-13%
Crowsnest Pass	15	-17%	18	-25%	38	-37%	83%	2.53	-37%	\$384,307	16%
Vulcan County	13	86%	16	14%	51	11%	81%	3.92	11%	\$288,762	-8%
Warner County No 5	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Total	291	0%	335	-16%	800	-20%	87%	2.75	-20%	\$329,058	-6%

Year-to-Date

July 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	1162	-19%	1496	-22%	437	-3%	78%	2.63	-3%	\$337,206	-2%
Cardston County	52	-12%	78	-37%	41	-11%	67%	5.56	-11%	\$344,819	23%
Forty Mile County No 9	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Waterton ID	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Lethbridge County	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
MD of Taber	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Pincher Creek No 9	47	-25%	66	-21%	28	1%	71%	4.21	1%	\$389,013	-4%
Willow Creek No 26	125	-24%	184	-16%	54	-3%	68%	3.03	-3%	\$320,392	-5%
Crowsnest Pass	92	-3%	109	-21%	32	-16%	84%	2.47	-16%	\$386,089	24%
Vulcan County	65	-8%	105	-3%	42	27%	62%	4.48	27%	\$328,508	-6%
Warner County No 5	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Total	1773	-17%	2366	-20%	738	-2%	75%	2.92	18%	\$342,103	1%

July 2023



	2023		2022		2021		% Change	
	July	YTD	July	YTD	July	YTD	July	YTD
Total # of Listings	335	2,366	399	2,971	382	2,944	-16%	-20%
Total # of Sold	291	1,773	290	2,142	360	2,337	0%	-17%
Total Sales Volume	\$95,755,767	\$606,547,799	\$101,799,896	\$725,474,507	\$114,256,449	\$732,652,730	-6%	-16%

Number of Units	2023		2022	
	July	YTD	July	YTD
Sold by Price Range				
<\$200,000	48	285	39	355
\$200,000 - \$299,999	81	487	89	596
\$300,000 - \$399,999	84	500	80	610
\$400,000 - \$499,999	47	277	41	323
\$500,000 - \$599,999	19	119	15	145
\$600,000 - \$699,999	7	54	11	50
\$700,000 - 999,999	5	38	13	51
\$1,000,000+	0	13	2	12

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$76,868,027	211	252	663
Other	\$18,887,740	80	83	137
Vacant Land	\$3,217,050	13	13	297
Total	\$98,972,817	304	348	1,097

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$600,000	1	1	19
Commercial	\$1,603,500	6	6	139
Total	\$2,203,500	7	7	158

Grand Total	\$101,176,317	311	355	1,255
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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	
	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD
Lethbridge	220	1496	196	1162	89%	78%	\$328,376	\$337,206	230	1914	186	1435	81%	75%	\$341,853	\$345,520
Barons	0	6	0	7	-	117%	-	\$161,271	3	7	0	6	0%	86%	-	\$234,667
Bellevue	6	21	5	16	83%	76%	\$421,400	\$417,591	5	20	3	12	60%	60%	\$330,000	\$350,633
Blairmore	4	27	4	25	100%	93%	\$402,500	\$382,480	2	30	5	22	250%	73%	\$335,600	\$302,500
Burdett	0	7	1	6	-	86%	\$253,000	\$210,000	0	7	0	0	-	0%	-	-
Cardston	7	38	7	26	100%	68%	\$288,314	\$302,888	17	79	4	37	24%	47%	\$341,600	\$260,718
Carmangay	0	4	1	2	-	50%	\$290,000	\$320,000	1	8	1	7	100%	88%	\$220,000	\$172,286
Champion	3	10	1	6	33%	60%	\$40,000	\$136,250	1	5	0	6	0%	120%	-	\$272,650
Claresholm	9	70	9	47	100%	67%	\$306,183	\$284,964	10	75	2	67	20%	89%	\$323,778	\$269,467
Coaldale	11	115	14	88	127%	77%	\$323,714	\$370,377	28	139	15	94	54%	68%	\$383,927	\$345,816
Coleman	6	47	5	45	83%	96%	\$373,520	\$358,928	13	68	6	48	46%	71%	\$277,750	\$303,990
Coutts	0	4	1	5	-	125%	\$200,000	\$215,500	1	6	0	2	0%	33%	-	\$291,250
Cowley	0	3	0	2	-	67%	-	\$80,000	1	5	1	3	100%	60%	\$335,000	\$267,667
Crowsnest	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$107,000
Foremost	1	1	0	0	0%	0%	-	-	0	3	0	2	-	67%	-	\$133,000
Fort Macleod	4	40	3	29	75%	73%	\$171,500	\$242,703	6	50	1	27	17%	54%	\$120,000	\$337,615
Glenwood	0	4	2	2	-	50%	\$204,000	\$204,000	0	2	0	1	-	50%	-	\$270,500
Granum	2	8	1	2	50%	25%	\$330,000	\$222,250	2	11	2	8	100%	73%	\$160,500	\$207,488
Grassy Lake	1	12	1	8	100%	67%	\$265,000	\$240,375	1	7	0	3	0%	43%	-	\$164,167
Hill Spring	0	9	0	7	-	78%	-	\$186,857	1	9	0	5	0%	56%	-	\$273,200
Lomond	1	9	1	4	100%	44%	\$60,000	\$159,750	0	4	0	3	-	75%	-	\$143,000
Magrath	4	12	2	10	50%	83%	\$220,000	\$372,550	4	18	1	14	25%	78%	\$193,000	\$343,114
Milk River	3	24	2	14	67%	58%	\$91,500	\$181,771	4	17	2	8	50%	47%	\$162,450	\$163,050
Nobleford	2	20	1	18	50%	90%	\$340,000	\$413,717	4	24	2	17	50%	71%	\$302,000	\$327,524
Picture Butte	2	27	4	19	200%	70%	\$323,650	\$290,158	3	19	2	14	67%	74%	\$231,000	\$300,393
Pincher Creek	7	42	5	36	71%	86%	\$377,620	\$356,461	6	55	8	45	133%	82%	\$292,713	\$303,062
Raymond	4	38	2	29	50%	76%	\$512,500	\$343,219	7	50	4	41	57%	82%	\$433,000	\$292,841
Stavely	3	12	1	4	33%	33%	\$375,000	\$292,500	1	12	1	9	100%	75%	\$151,200	\$231,178
Stirling	3	20	5	11	167%	55%	\$297,000	\$319,536	4	18	0	6	0%	33%	-	\$319,667
Taber	10	100	12	77	120%	77%	\$305,833	\$301,632	20	140	17	109	85%	78%	\$286,365	\$275,192
Vauxhall	5	30	3	18	60%	60%	\$192,667	\$249,306	1	29	1	21	100%	72%	\$495,000	\$234,162
Vulcan	9	37	7	28	78%	76%	\$271,414	\$270,029	6	39	2	28	33%	72%	\$201,950	\$256,095
Warner	1	8	0	3	0%	38%	-	\$98,833	4	11	0	5	0%	45%	-	\$168,760
Coalhurst	7	37	5	29	71%	78%	\$421,500	\$365,986	4	44	5	39	125%	89%	\$316,180	\$365,191
Barnwell	3	14	0	10	0%	71%	-	\$431,250	1	5	1	3	100%	60%	\$645,000	\$357,500
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	1	0	1	-	100%	-	\$280,000	0	4	1	3	-	75%	\$670,000	\$565,667
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$300,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	6	0	5	-	83%	-	\$961,000	0	1	0	0	-	0%	-	-

REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD	JUL	YTD
Enchant	0	4	0	3	-	75%	-	\$235,000	0	3	0	4	-	133%	-	\$176,750
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	1	2	0	0	0%	0%	-	-	1	7	2	4	200%	57%	\$481,500	\$403,125
Hays	0	3	0	3	-	100%	-	\$108,667	0	5	1	3	-	60%	\$209,000	\$221,333
Hillcrest	1	9	1	4	100%	44%	\$180,000	\$228,750	3	12	2	7	67%	58%	\$324,500	\$285,129
Iron Springs	0	0	0	0	-	-	-	-	0	2	0	0	-	0%	-	-
Lundbreck	1	3	0	0	0%	0%	-	-	1	3	0	2	0%	67%	-	\$949,500
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	2	5	0	3	0%	60%	-	\$253,300	1	4	3	4	300%	100%	\$293,167	\$331,125
Mountain View	0	1	0	0	-	0%	-	-	1	2	0	0	0%	0%	-	-
New Dayton	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$260,000
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	1	7	1	3	100%	43%	\$187,000	\$158,333	1	5	0	4	0%	80%	-	\$141,875
Spring Coulee	0	1	1	1	-	100%	\$570,000	\$570,000	0	1	0	0	-	0%	-	-
Turin	0	0	0	0	-	-	-	-	0	2	0	1	-	50%	-	\$145,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	1	2	0	1	0%	50%	-	\$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	2	0	2	-	100%	-	\$387,000	1	2	1	1	100%	50%	\$210,000	\$210,000
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	1	1	0	0	0%	0%	-	-
Kirkcaldy	1	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	\$586,450	2	3	1	2	50%	67%	\$610,000	\$607,500
Orton	0	3	0	2	-	67%	-	\$566,950	0	1	0	1	-	100%	-	\$750,000
Parkland	0	2	1	2	-	100%	\$168,500	\$334,250	0	1	0	1	-	100%	-	\$177,500
Rural Cardson County	0	11	1	4	-	36%	\$750,000	\$817,500	2	8	0	0	0%	0%	-	-
Rural Crowsnest Pass	0	2	0	2	-	100%	-	\$1,105,000	0	0	0	1	-	-	-	\$390,000
Rural Forty Mile County	1	2	0	2	0%	100%	-	\$457,500	1	6	1	2	100%	33%	\$745,000	\$488,000
Rural Lethbridge County	1	16	2	12	200%	75%	\$862,500	\$814,583	6	23	5	14	83%	61%	\$927,030	\$996,082
Rural Pincher Creek MD	2	16	0	8	0%	50%	-	\$626,375	3	17	1	10	33%	59%	\$340,000	\$746,690
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	1	12	1	3	100%	25%	\$650,000	\$960,000	2	13	2	9	100%	69%	\$495,500	\$484,000
Rural Vulcan County	1	35	2	21	200%	60%	\$394,500	\$461,700	4	42	4	25	100%	60%	\$391,754	\$548,224
Rural Warner County	1	9	0	4	0%	44%	-	\$626,250	0	14	0	8	-	57%	-	\$623,000
Rural Willow Creek MD	5	14	1	7	20%	50%	\$475,000	\$693,286	4	25	2	15	50%	60%	\$615,000	\$730,970