

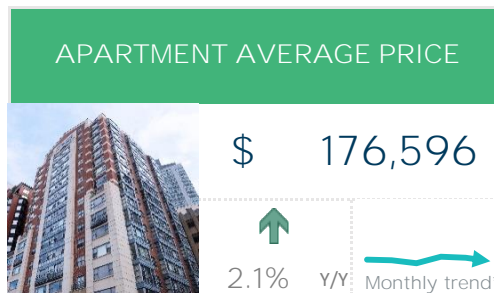
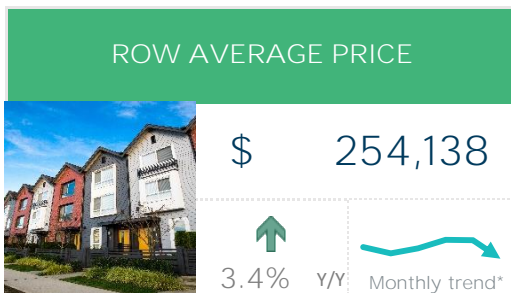
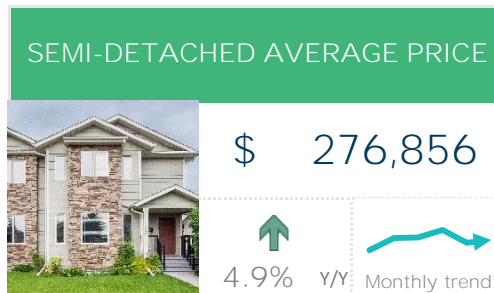
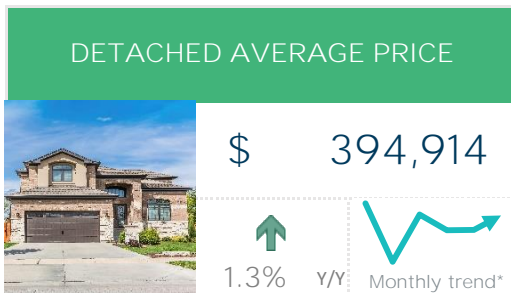
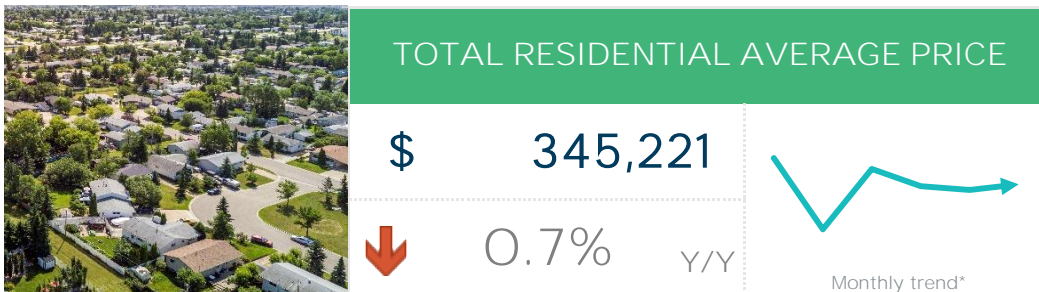
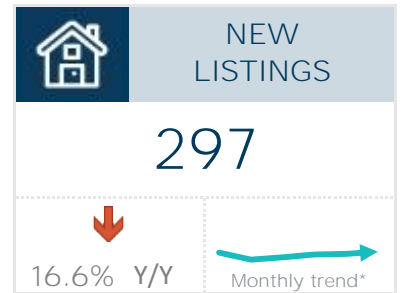
May 2023



Market Trend Summary

Thanks to a boost in higher density activity, sales in May remained relatively consistent with the high levels reported last year. Sales, new listings, and inventory levels all rose in May compared to last month in line with seasonal expectations. However, both new listings and inventory levels remain well below levels seen last year at this time, while sales remained relatively high. Lower inventory levels combined with relatively strong sales has ensured that the months of supply remain low at two months. While the detached market is still experiencing tight conditions, the months of supply has dropped below two months for semi-detached and row properties as higher interest rates are driving consumers toward more affordable product.

The recent shift to tighter market conditions has supported some recent year-over-year gains in prices across all property types. However, total residential prices remain below last years levels, in part due to some compositional shifts in the sales. Within the detached market we continue to experience tighter conditions in the lower price ranges with more balanced conditions in the upper ranges. This is likely contributing to divergent price trends base on price range.



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



May 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	160	-6%	202	-23%	328	-2%	79%	2.05	4%	\$394,914	1%
Semi	16	-6%	19	-21%	25	-11%	84%	1.56	-5%	\$276,856	5%
Row	29	45%	43	16%	50	-24%	67%	1.72	-48%	\$254,138	3%
Apartment	25	19%	33	3%	56	-33%	76%	2.24	-43%	\$176,596	2%
Total Residential	230	1%	297	-17%	459	-11%	77%	2.00	-11%	\$345,221	-1%

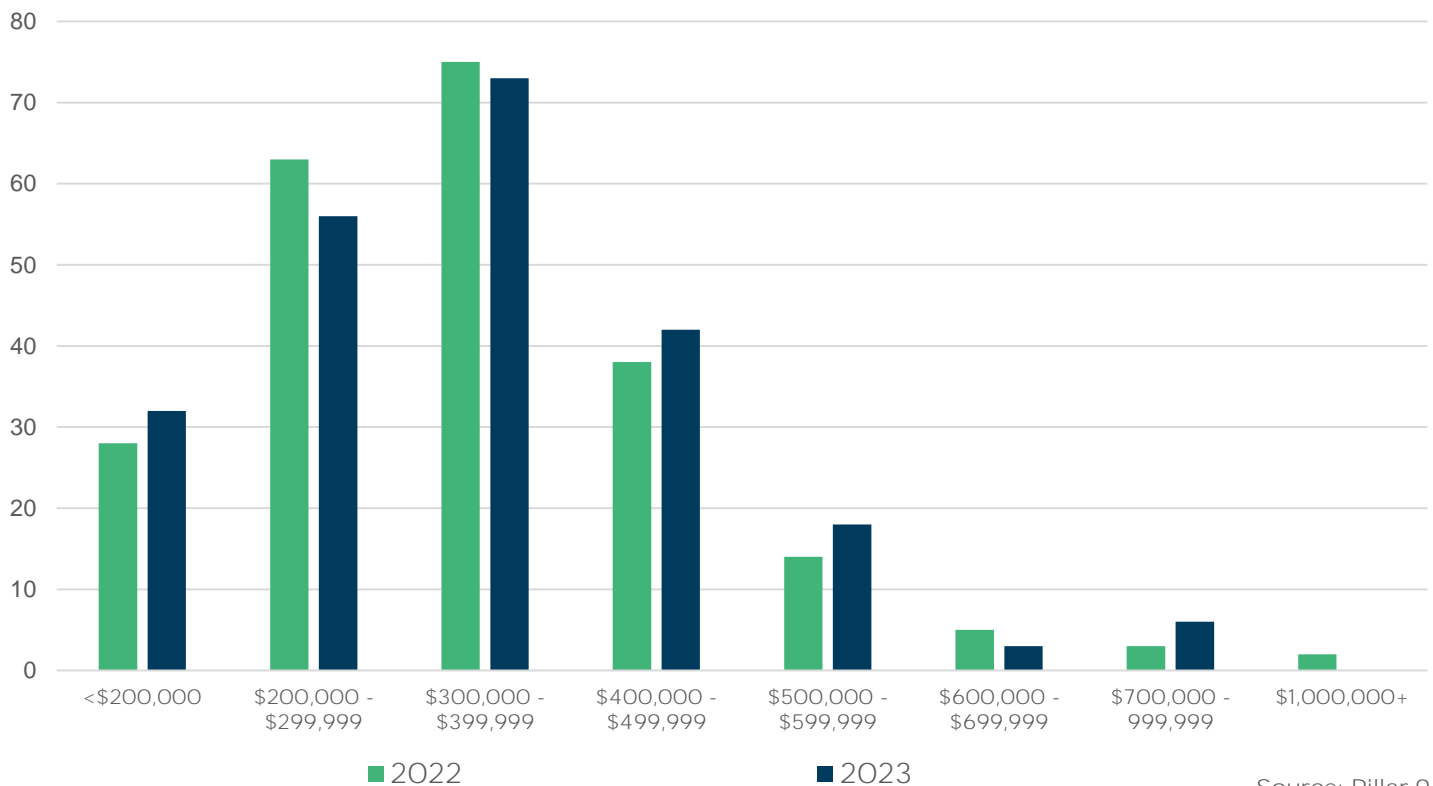
Year-to-Date

May 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	557	-26%	757	-24%	314	25%	74%	2.82	69%	\$375,612	-3%
Semi	49	-21%	56	-31%	22	5%	88%	2.27	32%	\$284,782	6%
Row	84	-15%	111	-22%	37	-25%	76%	2.19	-11%	\$256,553	3%
Apartment	78	-22%	101	-21%	55	-29%	77%	3.50	-9%	\$181,533	0%
Total Residential	768	-24%	1025	-24%	427	7%	75%	2.78	42%	\$337,083	-3%

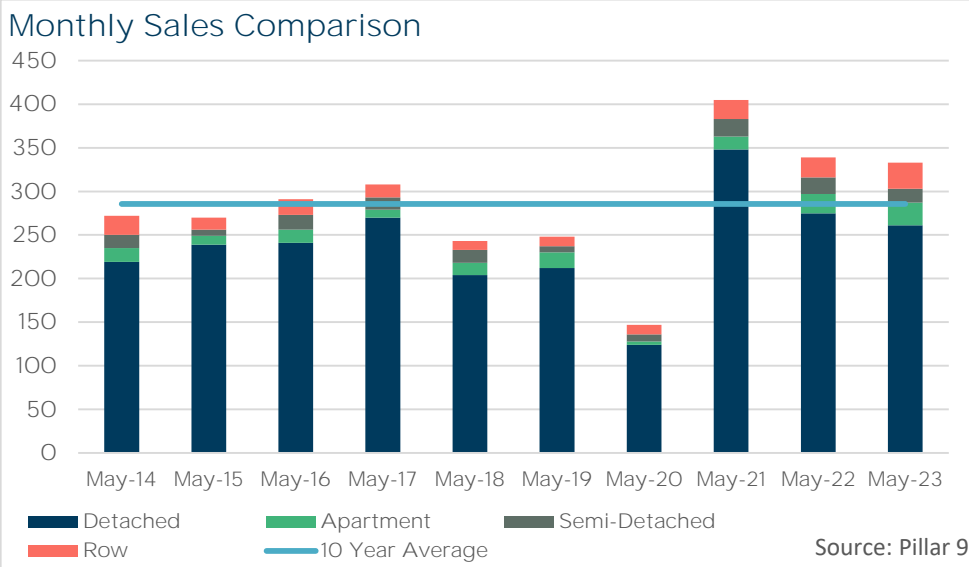
Residential Sales by Price Range

May



Source: Pillar 9

May 2023



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

SALES

333

↓ 1.8% Y/Y ↓ 22.5% YTD

NEW LISTINGS

465

↓ 12.6% Y/Y ↓ 20.7% YTD

INVENTORY

781

↓ 6.0% Y/Y ↗ Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 356,733

↑ 3.6% Y/Y ↘ Monthly trend*

DETACHED AVG PRICE

\$ 391,368

↑ 5.7% Y/Y ↘ Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 277,950

↑ 7.0% Y/Y ↗ Monthly trend*

ROW AVG PRICE

\$ 251,167

↓ 6.3% Y/Y ↘ Monthly trend*

APARTMENT AVG PRICE

\$ 179,342

↑ 2.6% Y/Y ↘ Monthly trend*

MONTHS OF SUPPLY

2.35

↓ 6.0% Y/Y ↗ Monthly trend*

May 2023



May 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	261	-5%	361	-15%	653	3%	72%	2.50	3%	\$391,368	6%
Semi	16	-16%	25	-11%	35	-13%	64%	2.19	-13%	\$277,950	7%
Row	30	30%	45	2%	54	-30%	67%	1.80	-30%	\$251,167	-6%
Apartment	26	18%	34	0%	58	-33%	76%	2.23	-33%	\$179,342	3%
Total Residential	333	-2%	465	-13%	781	-6%	72%	2.35	-6%	\$356,733	4%

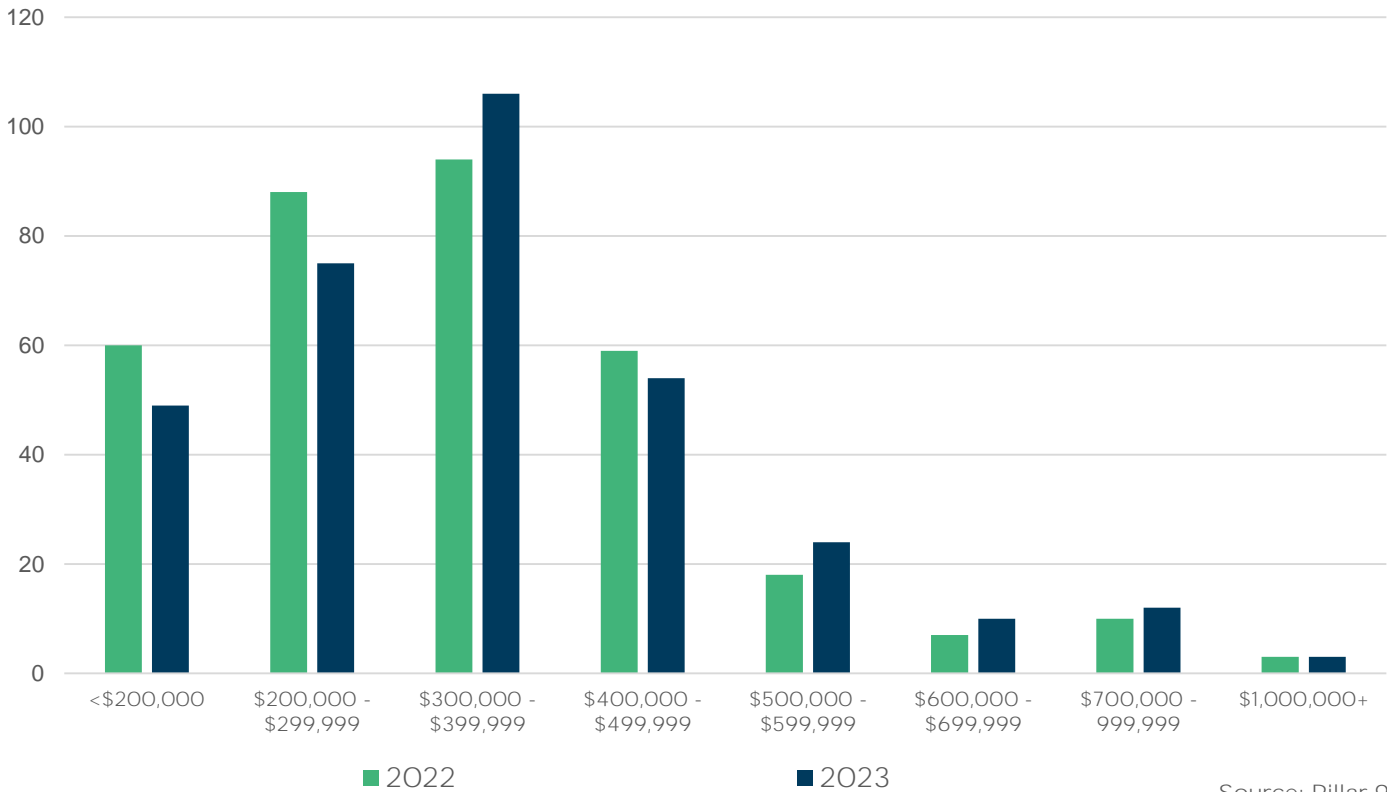
Year-to-Date

May 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	935	-23%	1320	-19%	596	17%	71%	3.19	52%	\$367,053	1%
Semi	61	-20%	70	-33%	29	-8%	87%	2.41	15%	\$282,331	5%
Row	90	-24%	123	-29%	41	-30%	73%	2.27	-7%	\$256,801	2%
Apartment	85	-19%	109	-20%	56	-29%	78%	3.31	-12%	\$177,426	-3%
Total Residential	1171	-22%	1622	-21%	713	7%	72%	3.04	38%	\$340,401	1%

Residential Sales by Price Range

May



Source: Pillar 9

May 2023



May 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	230	1%	299	-16%	462	-10%	77%	2.01	-10%	\$345,221	-1%
Cardston County	0	-100%	1	-94%	35	-31%	0%	NA	-31%	NA	NA
Forty Mile County Nc	0	-100%	0	-100%	31	-11%	NA	NA	-11%	NA	NA
Waterton ID	0	NA	0	-100%	#N/A	NA	NA	NA	NA	NA	NA
Lethbridge County	0	-100%	0	-100%	58	-17%	NA	NA	-17%	NA	NA
MD of Taber	0	-100%	0	-100%	61	-2%	NA	NA	-2%	NA	NA
Pincher Creek No 9	0	-100%	0	-100%	23	-18%	NA	NA	-18%	NA	NA
Willow Creek No 26	0	-100%	0	-100%	56	-7%	NA	NA	-7%	NA	NA
Crowsnest Pass	0	-100%	0	-100%	30	-27%	NA	NA	-27%	NA	NA
Vulcan County	0	-100%	0	-100%	44	10%	NA	NA	10%	NA	NA
Warner County No 5	0	-100%	0	-100%	42	8%	NA	NA	8%	NA	NA
Total	333	-2%	465	-13%	781	-6%	72%	2.35	-6%	\$356,733	4%

Year-to-Date

May 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	768	-24%	1027	-24%	429	7%	75%	2.79	7%	\$337,083	-3%
Cardston County	26	-40%	36	-56%	37	-7%	72%	7.04	-7%	\$348,073	23%
Forty Mile County Nc	10	-33%	32	-18%	29	11%	31%	14.70	11%	\$243,700	41%
Waterton ID	1	0%	0	-100%	#N/A	NA	NA	NA	NA	\$1,150,000	37%
Lethbridge County	97	-30%	121	-31%	60	8%	80%	3.11	8%	\$393,301	4%
MD of Taber	57	-46%	78	-45%	59	-5%	73%	5.19	-5%	\$285,530	6%
Pincher Creek No 9	25	-39%	30	-42%	26	2%	83%	5.20	2%	\$340,080	-24%
Willow Creek No 26	66	-48%	101	-34%	49	1%	65%	3.73	1%	\$304,630	-10%
Crowsnest Pass	46	-31%	49	-44%	30	-3%	94%	3.30	-3%	\$333,949	5%
Vulcan County	23	-51%	51	-30%	36	28%	45%	7.91	28%	\$325,757	-5%
Warner County No 5	27	-52%	57	-27%	37	3%	47%	6.93	3%	\$280,300	-1%
Total	1171	-22%	1622	-21%	713	7%	72%	3.04	38%	\$340,401	1%

May 2023



	2023		2022		2021		% Change	
	May	YTD	May	YTD	May	YTD	May	YTD
Total # of Listings	465	1,622	532	2,046	498	2,074	-13%	-21%
Total # of Sold	333	1,171	339	1,510	405	1,547	-2%	-22%
Total Sales Volume	\$118,792,246	\$398,610,132	\$116,721,193	\$508,605,727	\$125,048,535	\$480,926,976	2%	-22%

Number of Units	2023		2022	
	May	YTD	May	YTD
Sold by Price Range				
<\$200,000	49	190	60	262
\$200,000 - \$299,999	75	324	88	407
\$300,000 - \$399,999	106	330	94	433
\$400,000 - \$499,999	54	183	59	232
\$500,000 - \$599,999	24	75	18	104
\$600,000 - \$699,999	10	35	7	30
\$700,000 - 999,999	12	26	10	33
\$1,000,000+	3	8	3	9

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$102,147,150	261	361	653
Other	\$16,645,096	72	104	128
Vacant Land	\$4,383,342	13	13	258
Total	\$123,175,588	346	478	1,039

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$2,231,100	4	4	19
Commercial	\$2,512	2	2	141
Total	\$2,233,612	6	6	160

Grand Total	\$125,409,200	352	484	1,199
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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	
	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD
Lethbridge	299	1027	230	768	77%	75%	\$345,221	\$337,083	356	1345	228	1015	64%	75%	\$347,742	\$345,745
Barons	0	5	1	6	-	120%	\$250,000	\$180,150	0	2	0	5	-	250%	-	\$261,600
Bellevue	5	11	4	10	80%	91%	\$485,488	\$388,945	1	11	1	8	100%	73%	\$425,000	\$355,950
Blairmore	4	16	4	16	100%	100%	\$420,875	\$407,875	5	18	1	15	20%	83%	\$450,000	\$310,667
Burdett	1	6	2	3	200%	50%	\$157,000	\$164,000	0	6	0	0	-	0%	-	-
Cardston	13	29	1	16	8%	55%	\$105,000	\$292,306	12	49	7	27	58%	55%	\$169,571	\$246,820
Carmangay	0	2	0	0	-	0%	-	-	3	6	1	3	33%	50%	\$225,000	\$160,667
Champion	2	6	1	2	50%	33%	\$126,000	\$187,000	0	4	0	5	-	125%	-	\$257,180
Claresholm	8	49	10	31	125%	63%	\$266,900	\$280,800	15	56	11	55	73%	98%	\$243,998	\$255,679
Coaldale	24	81	13	54	54%	67%	\$456,423	\$403,541	19	86	12	66	63%	77%	\$382,825	\$331,202
Coleman	4	30	4	29	100%	97%	\$535,000	\$344,022	13	45	9	36	69%	80%	\$352,978	\$319,292
Coutts	1	3	2	3	200%	100%	\$280,000	\$262,500	0	4	0	2	-	50%	-	\$291,250
Cowley	1	3	0	2	0%	67%	-	\$80,000	2	3	2	2	100%	67%	\$234,000	\$234,000
Crowsnest	0	0	0	0	-	-	-	-	0	1	1	1	-	100%	\$107,000	\$107,000
Foremost	0	0	0	0	-	-	-	-	0	3	0	1	-	33%	-	\$60,000
Fort Macleod	9	31	7	24	78%	77%	\$377,343	\$241,808	9	32	2	20	22%	63%	\$314,500	\$357,085
Glenwood	0	4	0	0	-	0%	-	-	1	2	0	1	0%	50%	-	\$270,500
Granum	1	4	0	1	0%	25%	-	\$114,500	2	8	0	5	0%	63%	-	\$245,380
Grassy Lake	6	9	2	5	33%	56%	\$154,750	\$185,400	1	5	0	3	0%	60%	-	\$164,167
Hill Spring	1	8	2	6	200%	75%	\$238,750	\$193,333	0	7	0	4	-	57%	-	\$274,000
Lomond	2	8	1	3	50%	38%	\$335,000	\$193,000	1	3	0	1	0%	33%	-	\$180,000
Magrath	2	5	2	6	100%	120%	\$402,500	\$425,917	1	13	2	10	200%	77%	\$472,250	\$386,910
Milk River	3	17	3	9	100%	53%	\$172,667	\$170,533	3	12	0	6	0%	50%	-	\$163,250
Nobleford	6	16	2	14	33%	88%	\$284,250	\$425,814	4	18	2	13	50%	72%	\$297,250	\$331,223
Picture Butte	5	19	2	14	40%	74%	\$202,000	\$280,957	5	14	2	10	40%	71%	\$338,000	\$304,450
Pincher Creek	8	26	8	25	100%	96%	\$473,813	\$344,780	10	37	8	28	80%	76%	\$371,688	\$311,546
Raymond	8	29	6	21	75%	72%	\$382,650	\$330,705	10	32	9	30	90%	94%	\$302,467	\$275,783
Stavelly	1	6	0	3	0%	50%	-	\$265,000	1	9	2	8	200%	89%	\$222,000	\$241,175
Stirling	3	12	1	5	33%	42%	\$375,000	\$330,980	5	11	2	6	40%	55%	\$300,250	\$319,667
Taber	18	60	9	51	50%	85%	\$358,167	\$299,239	24	96	19	73	79%	76%	\$297,258	\$278,579
Vauxhall	7	20	5	11	71%	55%	\$212,800	\$235,364	2	23	2	16	100%	70%	\$167,500	\$207,869
Vulcan	4	20	3	16	75%	80%	\$158,000	\$231,088	3	25	4	23	133%	92%	\$237,625	\$256,620
Warner	2	7	1	1	50%	14%	\$122,500	\$122,500	5	6	3	4	60%	67%	\$119,667	\$135,975
Coalhurst	7	24	2	18	29%	75%	\$221,750	\$341,381	10	33	6	29	60%	88%	\$430,733	\$385,936
Barnwell	3	10	7	9	233%	90%	\$460,357	\$446,389	0	3	1	2	-	67%	\$190,000	\$213,750
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	1	1	0	0	0%	0%	-	-	1	2	1	1	100%	50%	\$380,000	\$380,000
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$300,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	2	6	1	1	50%	17%	\$1,200,000	\$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	
	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD	MAY	YTD
Enchant	1	4	1	2	100%	50%	\$220,000	\$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%	-	-	2	5	1	2	50%	40%	\$380,000	\$324,750
Hays	1	3	0	2	0%	67%	-	\$132,500	1	4	0	2	0%	50%	-	\$227,500
Hillcrest	1	4	0	3	0%	75%	-	\$245,000	4	8	1	4	25%	50%	\$324,900	\$291,725
Iron Springs	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Lundbreck	1	2	0	0	0%	0%	-	-	0	2	1	2	-	100%	\$1,749,000	\$949,500
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	2	0	2	-	100%	-	\$269,950	0	2	0	0	-	0%	-	-
Mountain View	1	1	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
New Dayton	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Shaughnessy	1	4	0	2	0%	50%	-	\$144,000	0	3	0	4	-	133%	-	\$141,875
Spring Coulee	1	1	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Turin	0	0	0	0	-	-	-	-	1	2	0	1	0%	50%	-	\$145,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	0	0	1	-	-	-	\$1,150,000	1	1	0	1	0%	100%	-	\$840,000
Welling	0	0	0	0	-	-	-	-	0	1	0	1	-	100%	-	\$300,000
Wrentham	0	0	0	0	-	-	-	-	0	2	2	3	-	150%	\$132,500	\$156,833
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	1	1	2	-	200%	\$299,000	\$387,000	0	1	0	0	-	0%	-	-
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Kirkcaldy	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Moon River Estates	-	-	1	2	-	-	\$600,000	\$586,450	-	-	-	-	-	-	-	\$605,000
Orton	0	3	0	1	-	33%	-	\$363,900	0	1	1	1	-	100%	\$750,000	\$750,000
Parkland	2	2	0	0	0%	0%	-	-	0	1	0	0	-	0%	-	-
Rural Cardson County	4	8	0	2	0%	25%	-	\$785,000	2	5	0	0	0%	0%	-	-
Rural Crowsnest Pass	1	2	0	0	0%	0%	-	-	0	0	0	1	-	-	-	\$390,000
Rural Forty Mile County	0	0	0	2	-	-	-	\$457,500	1	3	0	1	0%	33%	-	\$231,000
Rural Lethbridge County	4	13	1	8	25%	62%	\$440,000	\$806,250	5	15	1	9	20%	60%	\$725,000	\$1,034,444
Rural Pincher Creek MD	2	10	2	8	100%	80%	\$749,000	\$626,375	1	8	2	8	200%	100%	\$1,085,950	\$845,238
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	2	8	0	1	0%	13%	-	\$680,000	1	8	1	6	100%	75%	\$519,000	\$472,500
Rural Vulcan County	10	31	7	13	70%	42%	\$455,286	\$483,000	7	30	2	13	29%	43%	\$269,139	\$595,021
Rural Warner County	2	8	1	2	50%	25%	\$500,000	\$447,500	1	10	3	5	300%	50%	\$650,667	\$609,400
Rural Willow Creek MD	0	7	0	4	-	57%	-	\$738,500	5	16	1	12	20%	75%	\$2,500,000	\$757,712