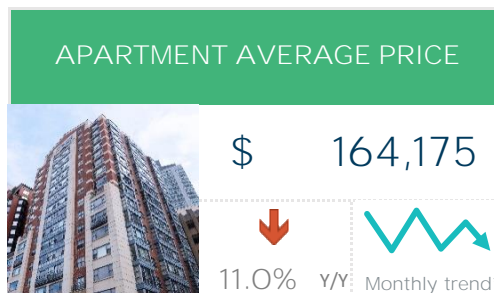
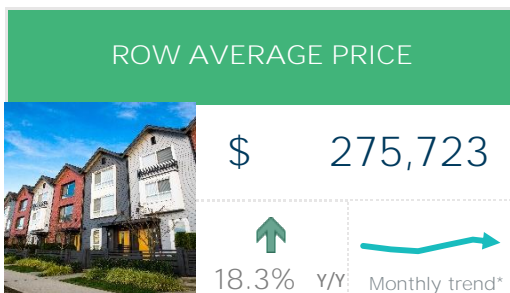
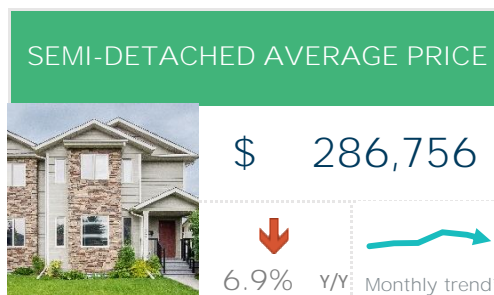
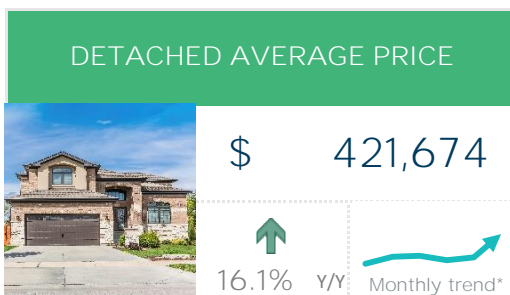
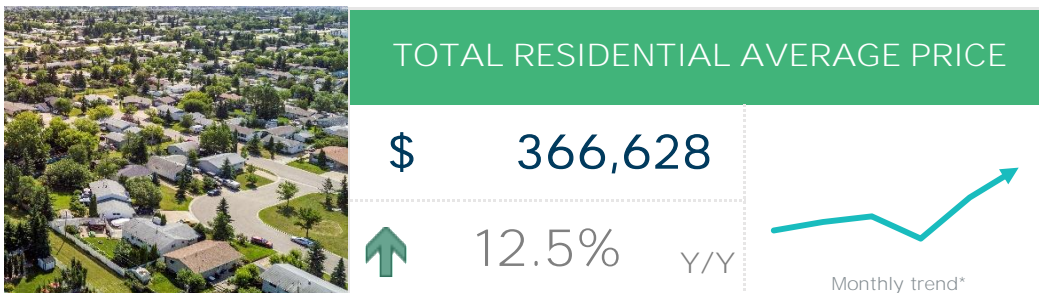


Market Trend Summary

The 183 sales in September were met with 178 new listings, causing the sales-to-new listings ratio to push above 100 per cent for the first time since 2021. While sales improved compared to last year across all property types, growth was generally stronger for lower priced higher density homes. Improving sales relative to new listings contributed to the pullback in inventory levels in September and the months of supply dropped to just over two months.

The tightening conditions are likely contributing to the recent upward pressure on home prices. While year-to-date average prices have remained similar to last years levels, this in part can be related to shifting composition of sales as higher density homes account for a larger share of the sales activity. Year-to-date prices have improved across semi-detached, row, and apartment style homes. Meanwhile detached home prices have remained relatively stable compared to last year.



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

September 2023

September 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	125	18%	120	-22%	295	-20%	104%	2.36	-33%	\$421,674	16%
Semi	16	33%	17	21%	25	-14%	94%	1.56	-35%	\$286,756	-7%
Row	26	18%	30	131%	51	0%	87%	1.96	-15%	\$275,723	18%
Apartment	16	33%	11	-35%	32	-45%	145%	2.00	-59%	\$164,175	-11%
Total Residential	183	20%	178	-10%	403	-21%	103%	2.20	-34%	\$366,628	13%

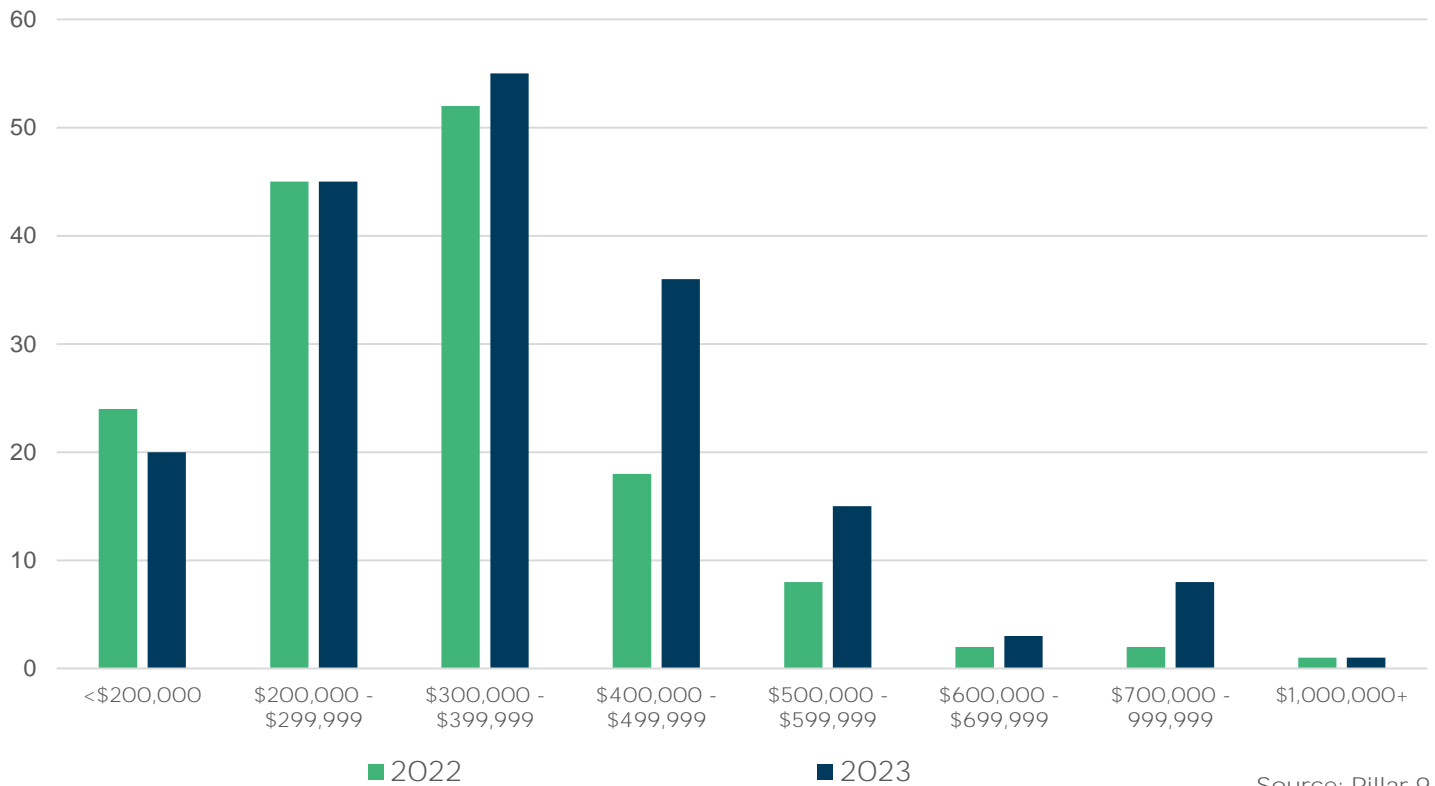
Year-to-Date

September 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	1069	-16%	1379	-19%	317	3%	78%	2.67	22%	\$385,112	0%
Semi	105	-5%	116	-18%	24	-5%	91%	2.06	1%	\$301,283	9%
Row	184	-5%	230	-11%	43	-23%	80%	2.10	-19%	\$258,759	8%
Apartment	163	4%	177	-13%	49	-35%	92%	2.72	-37%	\$180,192	2%
Total Residential	1521	-12%	1902	-17%	433	-7%	80%	2.56	6%	\$342,079	0%

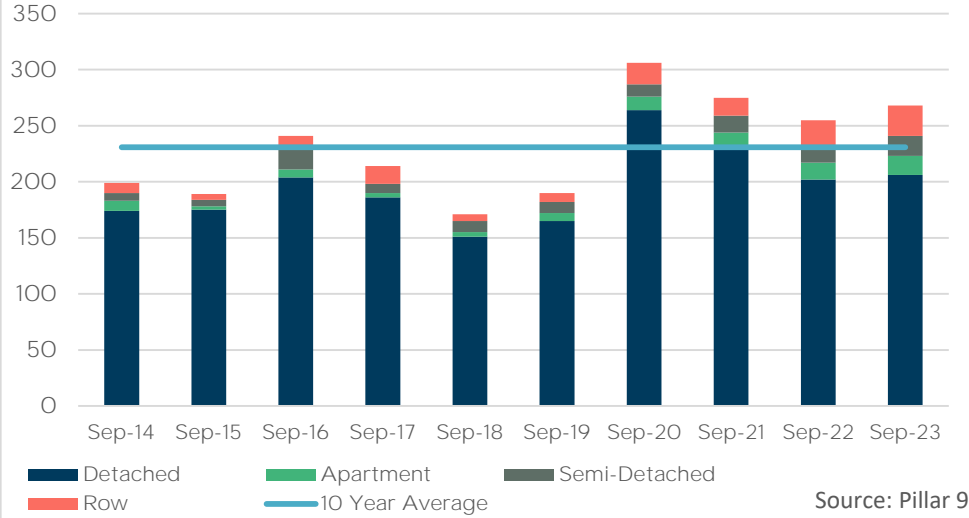
Residential Sales by Price Range

September



Source: Pillar 9

Monthly Sales Comparison



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

SALES

268

↑ 5.1% Y/Y ↓ 12.3% YTD

NEW LISTINGS

310

↓ 13.6% Y/Y ↓ 16.9% YTD

INVENTORY

757

↓ 17.8% Y/Y → Monthly trend*

MONTHS OF SUPPLY

2.82

↓ 17.8% Y/Y → Monthly trend*

TOTAL RESIDENTIAL AVG PRICE

\$ 363,981

↑ 12.6% Y/Y → Monthly trend*

DETACHED AVG PRICE

\$ 398,406

↑ 15.2% Y/Y → Monthly trend*

SEMI-DETACHED AVG PRICE

\$ 286,006

↓ 3.8% Y/Y → Monthly trend*

ROW AVG PRICE

\$ 280,548

↑ 16.8% Y/Y → Monthly trend*

APARTMENT AVG PRICE

\$ 161,900

↓ 9.3% Y/Y → Monthly trend*

September 2023



September 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	206	2%	248	-19%	630	-18%	83%	3.06	-18%	\$398,406	15%
Semi	18	38%	21	5%	33	-23%	86%	1.83	-23%	\$286,006	-4%
Row	27	8%	31	72%	57	-11%	87%	2.11	-11%	\$280,548	17%
Apartment	17	13%	10	-38%	34	-45%	170%	2.00	-45%	\$161,900	-9%
Total Residential	268	5%	310	-14%	757	-18%	86%	2.82	-18%	\$363,981	13%

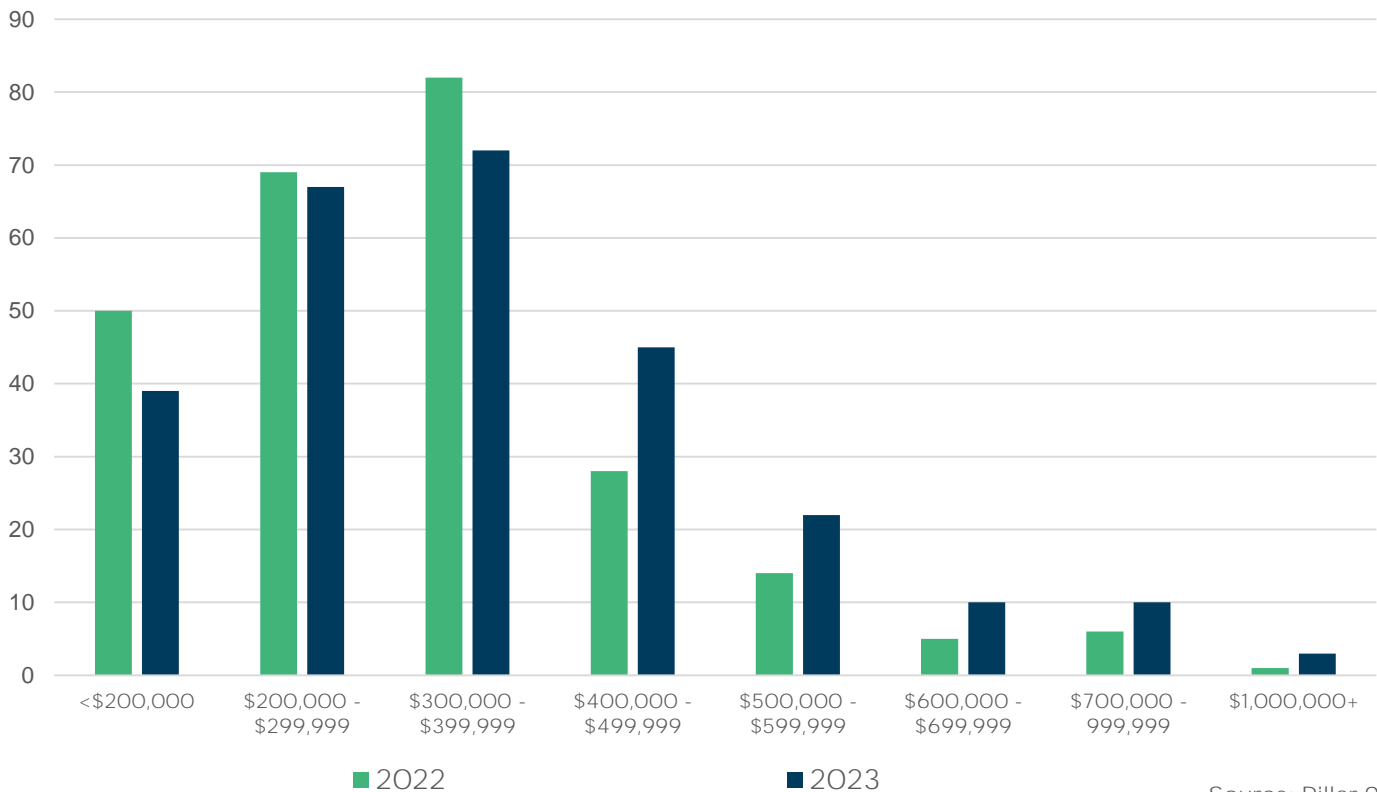
Year-to-Date

September 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	1819	-14%	2448	-17%	625	1%	74%	3.09	17%	\$372,977	3%
Semi	128	-7%	142	-23%	31	-15%	90%	2.21	-9%	\$294,985	5%
Row	200	-11%	255	-16%	48	-26%	78%	2.18	-18%	\$260,854	8%
Apartment	172	2%	187	-14%	51	-35%	92%	2.69	-37%	\$177,116	0%
Total Residential	2319	-12%	3032	-17%	747	-6%	76%	2.90	7%	\$344,475	2%

Residential Sales by Price Range

September



Source: Pillar 9

September 2023



September 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	183	20%	178	-10%	406	-20%	103%	2.22	-20%	\$366,628	13%
Cardston County	10	11%	10	-33%	41	-36%	100%	4.10	-36%	\$331,850	-10%
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	10	43%	13	18%	36	16%	77%	3.60	16%	\$276,550	-17%
Willow Creek No 26	20	-20%	32	-11%	65	-21%	63%	3.25	-21%	\$405,903	47%
Crowsnest Pass	14	-13%	21	-19%	43	-27%	67%	3.07	-27%	\$393,886	22%
Vulcan County	10	43%	6	-33%	38	-7%	167%	3.80	-7%	\$225,265	28%
Warner County No 5	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Total	268	5%	310	-14%	757	-18%	86%	2.82	-18%	\$363,981	13%

Year-to-Date

September 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	1521	-12%	1904	-17%	435	-6%	80%	2.58	-6%	\$342,079	0%
Cardston County	69	-17%	100	-32%	42	-17%	69%	5.46	-17%	\$352,581	17%
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	63	-18%	89	-15%	30	5%	71%	4.32	5%	\$363,263	-8%
Willow Creek No 26	170	-19%	244	-15%	56	-9%	70%	2.96	-9%	\$329,746	3%
Crowsnest Pass	118	-10%	149	-19%	35	-18%	79%	2.65	-18%	\$382,966	21%
Vulcan County	92	10%	130	-3%	42	18%	71%	4.11	18%	\$310,255	-4%
Warner County No 5	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
Total	2319	-12%	3032	-17%	747	-6%	76%	2.90	7%	\$344,475	2%

September 2023



	2023		2022		2021		% Change	
	September	YTD	September	YTD	September	YTD	September	YTD
Total # of Listings	310	3,032	359	3,650	343	3,658	-14%	-17%
Total # of Sold	268	2,319	255	2,644	275	2,912	5%	-12%
Total Sales Volume	\$97,546,843	\$798,838,215	\$82,410,659	\$890,253,544	\$87,159,950	\$911,628,843	18%	-10%

Number of Units Sold by Price Range	2023		2022	
	September	YTD	September	YTD
<\$200,000	39	365	50	450
\$200,000 - \$299,999	67	626	69	735
\$300,000 - \$399,999	72	653	82	757
\$400,000 - \$499,999	45	370	28	388
\$500,000 - \$599,999	22	163	14	172
\$600,000 - \$699,999	10	71	5	65
\$700,000 - 999,999	10	55	6	64
\$1,000,000+	3	16	1	13

Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$82,071,644	206	248	630
Other	\$15,475,199	62	62	127
Vacant Land	\$1,363,000	13	13	270
Total	\$98,909,843	281	323	1,027

Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$0	0	0	21
Commercial	\$1,101,076	11	11	129
Total	\$1,101,076	11	11	150

Grand Total	\$100,010,919	292	334	1,177
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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	
	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD
Lethbridge	178	1904	183	1521	103%	80%	\$366,628	\$342,079	197	2298	152	1731	77%	75%	\$325,862	\$342,952
Barons	3	11	0	8	0%	73%	-	\$167,988	1	9	0	7	0%	78%	-	\$234,714
Bellevue	4	32	7	26	175%	81%	\$375,986	\$385,956	9	34	3	18	33%	53%	\$181,667	\$323,061
Blairmore	8	40	0	29	0%	73%	-	\$385,236	4	40	6	33	150%	83%	\$364,417	\$307,527
Burdett	1	10	0	7	0%	70%	-	\$203,571	0	8	0	1	-	13%	-	\$294,000
Cardston	6	51	8	37	133%	73%	\$364,688	\$324,530	12	95	7	55	58%	58%	\$315,929	\$282,728
Carmangay	2	6	2	4	100%	67%	\$179,500	\$249,750	0	11	2	9	-	82%	\$54,000	\$146,000
Champion	0	14	1	9	-	64%	\$227,000	\$201,889	0	6	0	7	-	117%	-	\$268,414
Claresholm	9	89	7	66	78%	74%	\$417,214	\$309,073	14	100	8	85	57%	85%	\$198,763	\$257,760
Coaldale	12	136	3	103	25%	76%	\$239,833	\$375,668	20	174	15	125	75%	72%	\$293,234	\$343,909
Coleman	7	59	3	52	43%	88%	\$335,833	\$357,995	8	84	6	61	75%	73%	\$281,500	\$305,139
Coutts	0	5	0	5	-	100%	-	\$215,500	0	6	0	2	-	33%	-	\$291,250
Cowley	0	3	1	3	-	100%	\$270,000	\$143,333	1	6	0	3	0%	50%	-	\$267,667
Crowsnest	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$107,000
Foremost	1	3	0	0	0%	0%	-	-	0	3	0	2	-	67%	-	\$133,000
Fort Macleod	5	54	2	39	40%	72%	\$144,325	\$244,822	14	75	9	39	64%	52%	\$326,489	\$327,923
Glenwood	1	5	0	2	0%	40%	-	\$204,000	1	3	0	1	0%	33%	-	\$270,500
Granum	2	11	0	2	0%	18%	-	\$222,250	0	14	0	9	-	64%	-	\$197,878
Grassy Lake	3	17	0	9	0%	53%	-	\$238,833	3	11	1	4	33%	36%	\$215,000	\$176,875
Hill Spring	0	9	1	8	-	89%	\$219,000	\$190,875	0	10	0	6	-	60%	-	\$272,650
Lomond	1	10	1	5	100%	50%	\$172,000	\$162,200	2	6	1	4	50%	67%	\$90,000	\$129,750
Magrath	1	17	1	14	100%	82%	\$182,000	\$369,393	2	23	1	16	50%	70%	\$530,000	\$358,975
Milk River	2	27	0	15	0%	56%	-	\$185,320	4	24	2	14	50%	58%	\$146,500	\$186,564
Nobleford	5	30	4	26	80%	87%	\$437,500	\$403,708	3	33	3	22	100%	67%	\$488,333	\$351,268
Picture Butte	5	39	2	25	40%	64%	\$446,250	\$294,980	3	24	2	17	67%	71%	\$297,500	\$292,912
Pincher Creek	10	61	9	48	90%	79%	\$277,278	\$338,137	8	70	7	57	88%	81%	\$334,786	\$310,233
Raymond	4	48	2	35	50%	73%	\$179,750	\$343,467	10	66	5	48	50%	73%	\$205,950	\$289,349
Stavelly	3	14	2	7	67%	50%	\$330,950	\$301,700	1	13	3	12	300%	92%	\$118,833	\$203,092
Stirling	0	20	0	16	-	80%	-	\$300,900	5	25	2	10	40%	40%	\$274,650	\$329,730
Taber	13	135	15	107	115%	79%	\$321,167	\$302,563	12	165	12	134	100%	81%	\$235,708	\$269,668
Vauxhall	5	40	4	27	80%	68%	\$210,000	\$230,446	5	37	2	25	40%	68%	\$252,500	\$230,656
Vulcan	2	48	4	45	200%	94%	\$295,250	\$278,138	2	45	1	34	50%	76%	\$210,000	\$247,019
Warner	3	11	0	3	0%	27%	-	\$98,833	1	12	0	6	0%	50%	-	\$164,800
Coalhurst	7	49	4	35	57%	71%	\$348,625	\$354,160	8	56	4	46	50%	82%	\$460,250	\$375,218
Barnwell	3	17	0	12	0%	71%	-	\$423,850	2	8	2	6	100%	75%	\$420,600	\$381,450
Aetna	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Beaver Mines	0	1	0	1	-	100%	-	\$280,000	0	4	0	3	-	75%	-	\$565,667
Beazer	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Chin	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$300,000
Del Bonita	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Diamond City	0	7	2	7	-	100%	\$785,000	\$910,714	2	4	0	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	
	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD	SEP	YTD
Enchant	0	4	0	3	-	75%	-	\$235,000	1	4	0	4	0%	100%	-	\$176,750
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	0	2	0	0	-	0%	-	-	0	7	1	5	-	71%	\$725,000	\$467,500
Hays	0	3	0	3	-	100%	-	\$108,667	1	6	0	4	0%	67%	-	\$212,250
Hillcrest	2	13	4	9	200%	69%	\$468,750	\$350,833	2	14	0	12	0%	86%	-	\$348,825
Iron Springs	0	0	0	0	-	-	-	-	0	2	0	1	-	50%	-	\$340,000
Lundbreck	1	4	0	2	0%	50%	-	\$384,500	0	3	0	3	-	100%	-	\$794,667
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	6	0	5	-	83%	-	\$276,980	2	7	0	5	0%	71%	-	\$313,300
Mountain View	0	1	0	0	-	0%	-	-	0	2	1	1	-	50%	\$579,000	\$579,000
New Dayton	0	0	0	0	-	-	-	-	0	2	1	2	-	100%	\$265,000	\$262,500
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	1	1	-	-	\$610,000	\$610,000	-	-	-	-	-	-	-	-
Shaughnessy	2	9	1	5	50%	56%	\$142,000	\$143,400	0	8	0	5	-	63%	-	\$165,500
Spring Coulee	0	1	0	1	-	100%	-	\$570,000	0	1	0	0	-	0%	-	-
Turin	0	0	0	0	-	-	-	-	1	3	0	1	0%	33%	-	\$145,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	0	1	-	50%	-	\$1,150,000	0	1	1	2	-	200%	\$850,000	\$845,000
Welling	0	1	0	0	-	0%	-	-	0	1	0	1	-	100%	-	\$300,000
Wrentham	0	0	0	0	-	-	-	-	0	2	0	4	-	200%	-	\$159,500
Kimball	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Leavitt	0	2	0	2	-	100%	-	\$387,000	0	3	0	2	-	67%	-	\$260,000
Welling Station	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woodhouse	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Woolford	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Skiff	0	0	0	0	-	-	-	-	0	1	0	0	-	0%	-	-
Kirkcaldy	-	-	1	1	-	-	\$250,000	\$250,000	-	-	-	-	-	-	-	-
Moon River Estates	-	-	-	-	-	-	-	\$586,450	-	-	-	-	-	-	-	\$607,500
Orton	0	3	0	2	-	67%	-	\$566,950	0	1	0	1	-	100%	-	\$750,000
Parkland	0	2	0	2	-	100%	-	\$334,250	0	1	0	1	-	100%	-	\$177,500
Rural Cardson County	2	13	0	5	0%	38%	-	\$774,000	0	9	0	1	-	11%	-	\$500,000
Rural Crowsnest Pass	0	2	0	2	-	100%	-	\$1,105,000	3	3	0	1	0%	33%	-	\$390,000
Rural Forty Mile County	0	3	0	2	-	67%	-	\$457,500	0	8	1	3	-	38%	\$85,000	\$353,667
Rural Lethbridge County	2	20	1	13	50%	65%	\$725,000	\$807,692	2	28	1	17	50%	61%	\$434,500	\$960,262
Rural Pincher Creek MD	2	19	0	9	0%	47%	-	\$575,111	2	22	0	10	0%	45%	-	\$746,690
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	2	20	2	6	100%	30%	\$317,500	\$749,167	1	16	1	11	100%	69%	\$875,000	\$536,000
Rural Vulcan County	1	41	0	23	0%	56%	-	\$438,548	2	52	2	27	100%	52%	\$345,000	\$533,170
Rural Warner County	1	10	0	6	0%	60%	-	\$557,083	1	15	1	9	100%	60%	\$210,000	\$577,111
Rural Willow Creek MD	5	21	2	10	40%	48%	\$802,000	\$675,700	0	26	3	18	-	69%	\$478,333	\$688,864