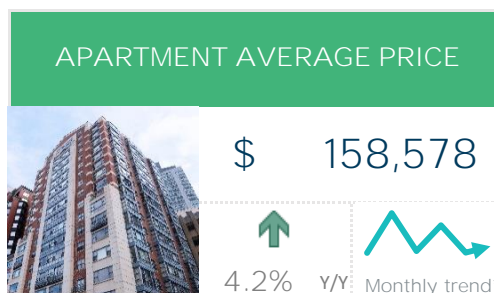
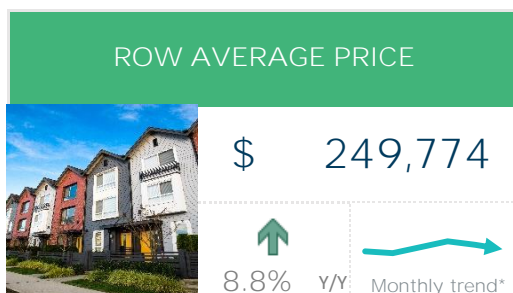
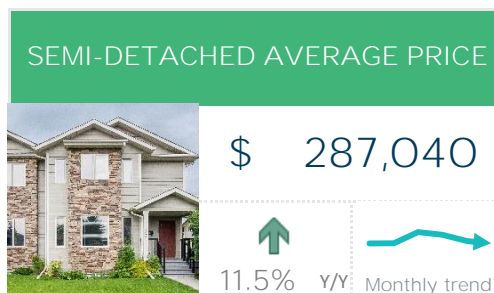
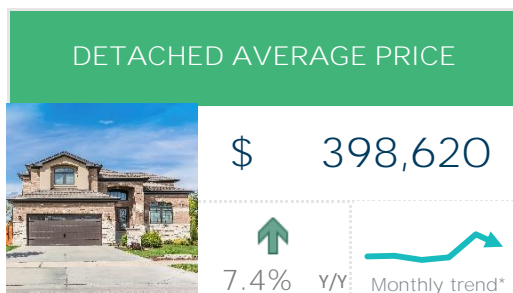
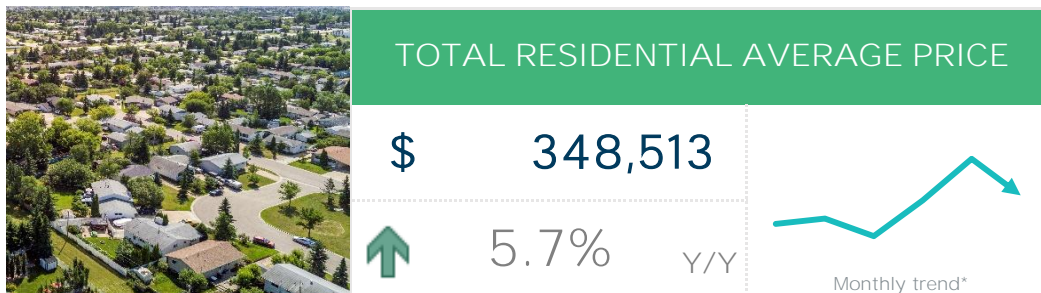


October 2023

## Market Trend Summary

Sales in October rose above levels reported last year but was not enough to offset earlier declines as year-to-date sales eased by nine per cent. Much of the decline in sales have been driven by lower priced detached homes, as pullbacks in new listings have left limited choice for potential purchasers.

For the second month in a row the level of sales outpaced the new listings causing inventories to fall to the lowest level reported since the start of 2022. The relatively tight market conditions along with limited supply in the lower price ranges have weighed on home prices especially for higher density relatively more affordable product. However, total residential prices have remained relatively stable compared to last year in part because detached properties are accounting for a smaller share of the total sales. By contrast median home prices have risen by nearly two per cent in the city, with detached prices rising by nearly three per cent.



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

October 2023



October 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	114	25%	103	-6%	259	-27%	111%	2.27	-41%	\$398,620	7%
Semi	10	100%	10	0%	24	-25%	100%	2.40	-63%	\$287,040	11%
Row	17	6%	14	-22%	42	-9%	121%	2.47	-14%	\$249,774	9%
Apartment	18	80%	10	-33%	24	-59%	180%	1.33	-77%	\$158,578	4%
<b>Total Residential</b>	<b>159</b>	<b>30%</b>	<b>137</b>	<b>-10%</b>	<b>349</b>	<b>-29%</b>	<b>116%</b>	<b>2.19</b>	<b>-45%</b>	<b>\$348,513</b>	<b>6%</b>

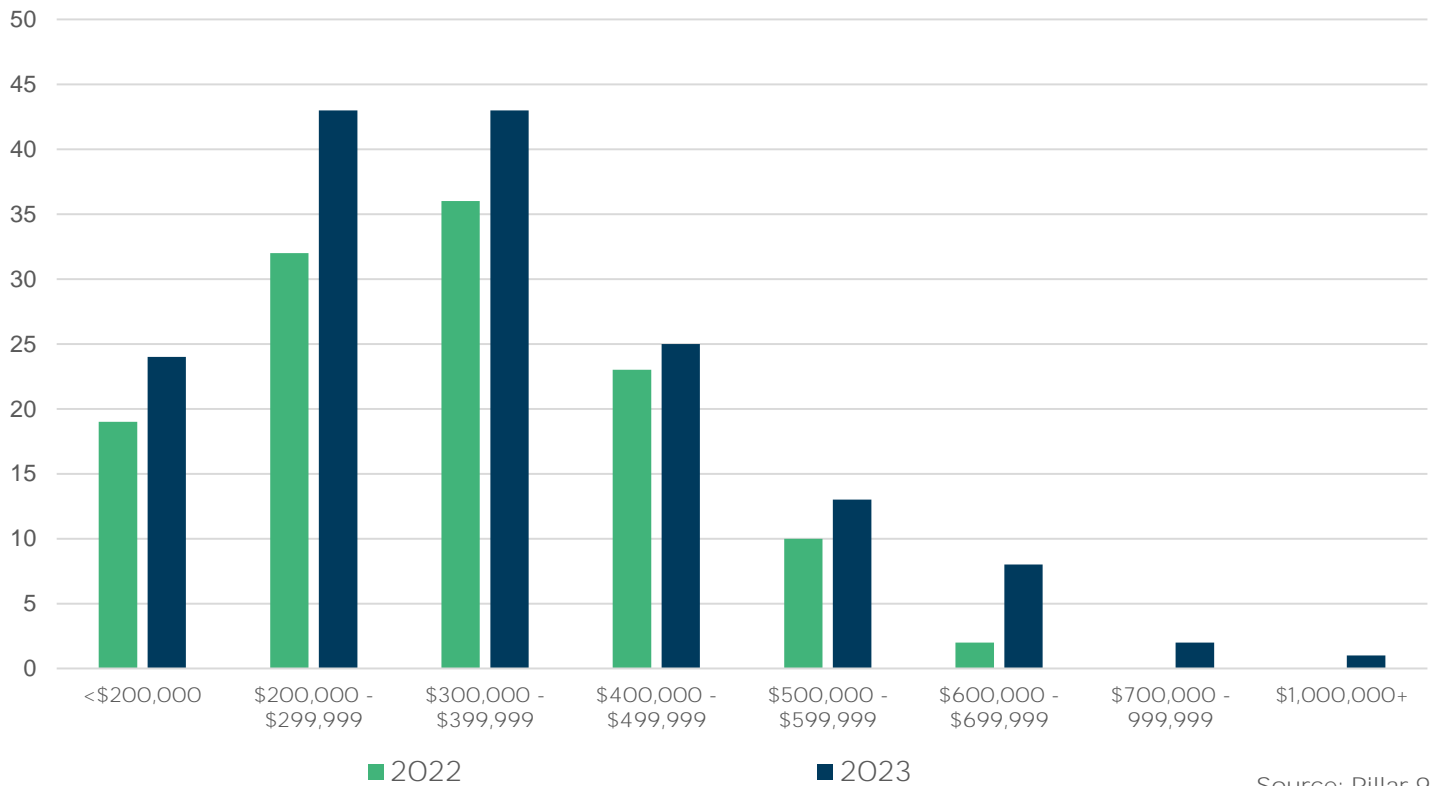
Year-to-Date

October 2023

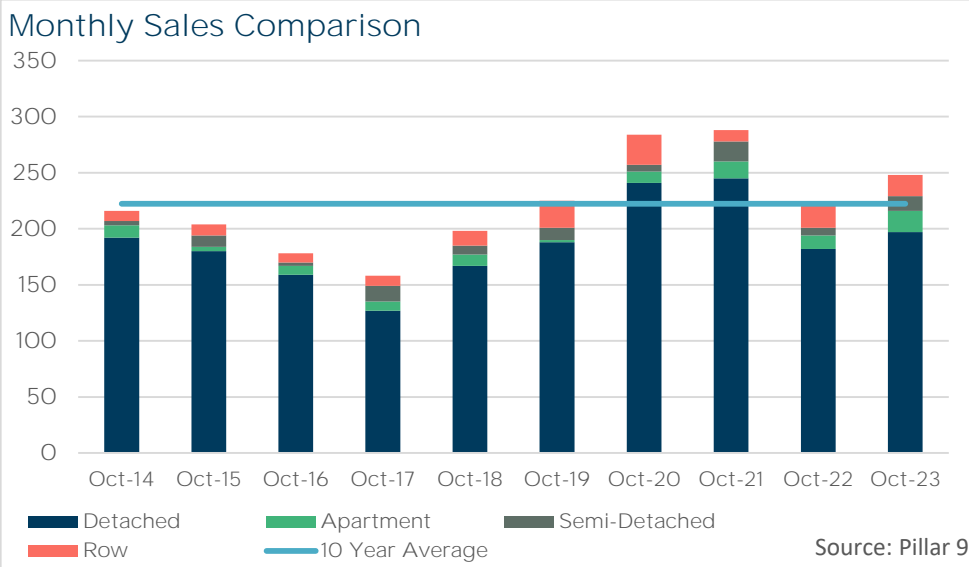
	Sales		New Listings		Inventory		S/NL	Months of Supply		Average Price	
	Actual	Y/Y%	Actual	Y/Y%	Actual	Y/Y%	Ratio	Actual	Y/Y%	Actual	Y/Y%
Detached	1183	-13%	1483	-18%	311	-1%	80%	2.63	14%	\$386,414	1%
Semi	115	-1%	126	-17%	24	-7%	91%	2.09	-7%	\$300,044	9%
Row	201	-4%	244	-11%	43	-22%	82%	2.13	-18%	\$257,999	8%
Apartment	181	8%	187	-14%	47	-37%	97%	2.59	-41%	\$178,043	2%
<b>Total Residential</b>	<b>1680</b>	<b>-9%</b>	<b>2040</b>	<b>-17%</b>	<b>425</b>	<b>-9%</b>	<b>82%</b>	<b>2.53</b>	<b>0%</b>	<b>\$342,688</b>	<b>0%</b>

## Residential Sales by Price Range

October



Source: Pillar 9



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

### SALES

**248**

↑ 10.7% Y/Y    ↓ 10.5% YTD

### NEW LISTINGS

**231**

↓ 12.2% Y/Y    ↓ 16.6% YTD

### INVENTORY

**662**

↓ 24.3% Y/Y    → Monthly trend\*

### MONTHS OF SUPPLY

**2.67**

↓ 24.3% Y/Y    → Monthly trend\*

### TOTAL RESIDENTIAL AVG PRICE

**\$ 342,021**

↑ 5.3% Y/Y    → Monthly trend\*

### DETACHED AVG PRICE

**\$ 373,823**

↑ 6.1% Y/Y    → Monthly trend\*

### SEMI-DETACHED AVG PRICE

**\$ 267,177**

↑ 4.4% Y/Y    → Monthly trend\*

### ROW AVG PRICE

**\$ 248,797**

↑ 15.0% Y/Y    → Monthly trend\*

### APARTMENT AVG PRICE

**\$ 156,718**

↑ 0.8% Y/Y    → Monthly trend\*

October 2023



October 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	197	8%	195	-8%	559	-22%	101%	2.84	-22%	\$373,823	6%
Semi	13	86%	11	-21%	29	-40%	118%	2.23	-40%	\$267,177	4%
Row	19	-17%	15	-25%	47	-11%	127%	2.47	-11%	\$248,797	15%
Apartment	19	58%	10	-38%	25	-59%	190%	1.32	-59%	\$156,718	1%
<b>Total Residential</b>	<b>248</b>	<b>11%</b>	<b>231</b>	<b>-12%</b>	<b>662</b>	<b>-24%</b>	<b>107%</b>	<b>2.67</b>	<b>-24%</b>	<b>\$342,021</b>	<b>5%</b>

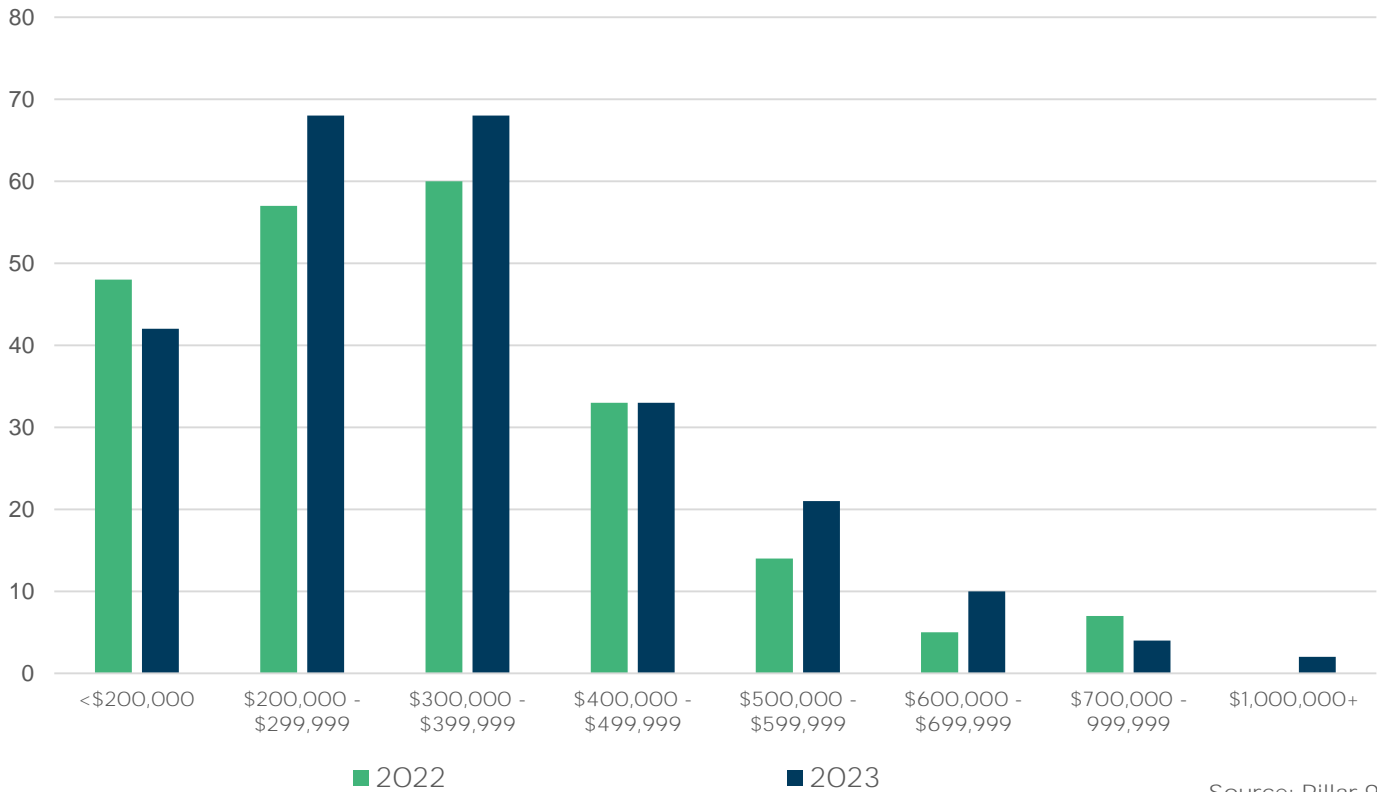
Year-to-Date

October 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	2016	-12%	2645	-16%	619	-2%	76%	3.07	12%	\$373,060	3%
Semi	141	-2%	153	-23%	31	-18%	92%	2.21	-16%	\$292,421	5%
Row	219	-11%	270	-16%	48	-25%	81%	2.21	-16%	\$259,808	8%
Apartment	191	6%	197	-16%	49	-37%	97%	2.55	-41%	\$175,087	0%
<b>Total Residential</b>	<b>2567</b>	<b>-10%</b>	<b>3265</b>	<b>-17%</b>	<b>739</b>	<b>-8%</b>	<b>79%</b>	<b>2.88</b>	<b>3%</b>	<b>\$344,238</b>	<b>3%</b>

## Residential Sales by Price Range

October



Source: Pillar 9

October 2023

October 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	159	30%	137	-10%	352	-28%	116%	2.21	-28%	\$348,513	6%
Cardston County	7	17%	8	14%	37	-27%	88%	5.29	-27%	\$269,571	6%
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	7	-36%	8	-58%	31	-14%	88%	4.43	-14%	\$393,714	14%
Willow Creek No 26	11	-45%	22	-12%	69	-14%	50%	6.27	-14%	\$303,523	-2%
Crowsnest Pass	14	0%	10	-33%	30	-44%	140%	2.14	-44%	\$343,125	3%
Vulcan County	4	-43%	10	-33%	39	-13%	40%	9.75	-13%	\$384,625	111%
Warner County No 5	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
<b>Total</b>	<b>248</b>	<b>11%</b>	<b>231</b>	<b>-12%</b>	<b>662</b>	<b>-24%</b>	<b>107%</b>	<b>2.67</b>	<b>-24%</b>	<b>\$342,021</b>	<b>5%</b>

Year-to-Date

October 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	1680	-9%	2042	-17%	427	-9%	82%	2.54	-9%	\$342,688	0%
Cardston County	76	-15%	108	-30%	41	-18%	70%	5.45	-18%	\$344,936	15%
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	70	-20%	97	-22%	30	2%	72%	4.33	2%	\$366,309	-6%
Willow Creek No 26	181	-21%	266	-15%	57	-10%	68%	3.16	-10%	\$328,153	2%
Crowsnest Pass	132	-9%	159	-20%	34	-21%	83%	2.61	-21%	\$378,740	19%
Vulcan County	96	5%	140	-6%	42	15%	69%	4.34	15%	\$313,354	0%
Warner County No 5	#N/A	NA	#N/A	NA	#N/A	NA	NA	NA	NA	NA	NA
<b>Total</b>	<b>2567</b>	<b>-10%</b>	<b>3265</b>	<b>-17%</b>	<b>739</b>	<b>-8%</b>	<b>79%</b>	<b>2.88</b>	<b>3%</b>	<b>\$344,238</b>	<b>3%</b>

October 2023



	2023		2022		2021		% Change	
	October	YTD	October	YTD	October	YTD	October	YTD
Total # of Listings	231	3,265	263	3,913	329	3,987	-12%	-17%
Total # of Sold	248	2,567	224	2,868	288	3,200	11%	-10%
Total Sales Volume	\$84,821,227	\$883,659,442	\$72,786,775	\$963,040,319	\$89,463,239	#####	17%	-8%

Number of Units Sold by Price Range	2023		2022	
	October	YTD	October	YTD
<\$200,000	42	407	48	498
\$200,000 - \$299,999	68	694	57	792
\$300,000 - \$399,999	68	721	60	817
\$400,000 - \$499,999	33	403	33	421
\$500,000 - \$599,999	21	184	14	186
\$600,000 - \$699,999	10	81	5	70
\$700,000 - 999,999	4	59	7	71
\$1,000,000+	2	18	0	13

## Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Single Family	\$73,643,127	197	195	559
Other	\$11,178,100	51	36	103
Vacant Land	\$1,161,285	14	14	267
<b>Total</b>	<b>\$85,982,512</b>	<b>262</b>	<b>245</b>	<b>929</b>

## Non-Residential

	\$ Value of Sales	# of Sales	# of New Listings	# of Active Listings
Farm	\$0	0	0	19
Commercial	\$2,456,293	9	9	122
<b>Total</b>	<b>\$2,456,293</b>	<b>9</b>	<b>9</b>	<b>141</b>

<b>Grand Total</b>	<b>\$88,438,805</b>	<b>271</b>	<b>254</b>	<b>1,070</b>
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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	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Lethbridge	137	2042	159	1680	116%	82%	\$348,513	\$342,688	152	2450	122	1853	80%	76%	\$329,849	\$342,090
Barons	2	13	3	11	150%	85%	\$154,133	\$164,209	3	12	2	9	67%	75%	\$193,750	\$225,611
Bellevue	1	33	1	27	100%	82%	\$615,000	\$394,439	3	37	2	20	67%	54%	\$472,500	\$338,005
Blairmore	3	43	8	37	267%	86%	\$338,844	\$375,205	3	43	4	37	133%	86%	\$248,125	\$301,105
Burdett	0	10	0	7	-	70%	-	\$203,571	2	10	0	1	0%	10%	-	\$294,000
Cardston	5	56	2	39	40%	70%	\$355,000	\$326,092	3	98	5	60	167%	61%	\$226,000	\$278,001
Carmangay	1	7	0	4	0%	57%	-	\$249,750	1	12	2	11	200%	92%	\$175,500	\$151,364
Champion	0	14	1	10	-	71%	\$480,000	\$229,700	3	9	0	7	0%	78%	-	\$268,414
Claresholm	5	94	4	70	80%	74%	\$315,938	\$309,465	7	107	5	90	71%	84%	\$255,600	\$257,640
Coaldale	10	146	15	118	150%	81%	\$327,987	\$369,607	10	184	17	142	170%	77%	\$323,171	\$341,426
Coleman	4	63	4	56	100%	89%	\$287,250	\$352,942	6	90	5	66	83%	73%	\$232,000	\$299,598
Coutts	1	6	0	5	0%	83%	-	\$215,500	1	7	0	2	0%	29%	-	\$291,250
Cowley	0	3	0	3	-	100%	-	\$143,333	1	7	1	4	100%	57%	\$250,000	\$263,250
Crowsnest	1	2	0	0	0%	0%	-	-	0	1	0	1	-	100%	-	\$107,000
Foremost	0	3	0	0	-	0%	-	-	0	3	0	2	-	67%	-	\$133,000
Fort Macleod	4	59	2	41	50%	69%	\$394,500	\$252,123	9	84	6	45	67%	54%	\$195,250	\$310,233
Glenwood	0	5	1	3	-	60%	\$425,000	\$277,667	1	4	0	1	0%	25%	-	\$270,500
Granum	2	13	0	2	0%	15%	-	\$222,250	2	16	2	11	100%	69%	\$380,000	\$230,991
Grassy Lake	0	17	1	10	-	59%	\$254,000	\$240,350	0	11	1	5	-	45%	\$165,000	\$174,500
Hill Spring	1	10	0	8	0%	80%	-	\$190,875	1	11	0	6	0%	55%	-	\$272,650
Lomond	1	11	0	5	0%	45%	-	\$162,200	1	7	1	5	100%	71%	\$75,000	\$118,800
Magrath	1	18	3	17	300%	94%	\$200,667	\$339,618	2	25	0	16	0%	64%	-	\$358,975
Milk River	1	28	1	16	100%	57%	\$179,900	\$184,981	0	24	4	18	-	75%	\$196,750	\$188,828
Nobleford	5	35	3	29	60%	83%	\$313,333	\$394,359	3	36	2	24	67%	67%	\$197,500	\$338,454
Picture Butte	2	41	3	28	150%	68%	\$285,333	\$293,946	3	27	1	18	33%	67%	\$450,000	\$301,639
Pincher Creek	7	68	5	53	71%	78%	\$296,700	\$334,228	11	81	8	65	73%	80%	\$286,813	\$307,350
Raymond	3	51	4	39	133%	76%	\$249,475	\$333,827	7	73	6	54	86%	74%	\$287,933	\$289,192
Stavelly	5	19	1	8	20%	42%	\$95,000	\$275,862	1	14	2	14	200%	100%	\$227,250	\$206,543
Stirling	1	21	0	16	0%	76%	-	\$300,900	2	27	4	14	200%	52%	\$448,750	\$363,736
Taber	15	149	12	119	80%	80%	\$289,250	\$301,220	12	177	3	137	25%	77%	\$311,300	\$270,580
Vauxhall	0	40	2	29	-	73%	\$429,500	\$244,174	1	38	2	27	200%	71%	\$252,450	\$232,270
Vulcan	4	52	2	47	50%	90%	\$329,250	\$280,313	6	51	3	37	50%	73%	\$229,067	\$245,564
Warner	2	13	1	4	50%	31%	\$197,500	\$123,500	1	13	2	8	200%	62%	\$333,750	\$207,038
Coalhurst	1	50	4	39	400%	78%	\$270,375	\$345,567	8	64	6	52	75%	81%	\$338,400	\$370,970
Barnwell	2	19	2	14	100%	74%	\$507,000	\$435,729	0	8	0	6	-	75%	-	\$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	0	7	-	100%	-	\$910,714	2	6	1	1	50%	17%	\$875,000	\$875,000

# REGIONAL SUMMARY



LETHBRIDGE BOARD REGION																
Area	2023								2022							
	Listings		Sales		S/L Ratio		Avg Sale Price		Listings		Sales		S/L Ratio		Avg Sale Price	
	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD	OCT	YTD
Enchant	0	4	0	3	-	75%	-	\$235,000	0	4	0	4	-	100%	-	\$176,750
Etzikom	0	0	0	0	-	-	-	-	0	0	0	1	-	-	-	\$162,000
Frank	0	2	0	0	-	0%	-	-	0	7	0	5	-	71%	-	\$467,500
Hays	0	3	1	4	-	133%	\$550,000	\$219,000	0	6	0	4	-	67%	-	\$212,250
Hillcrest	1	14	1	10	100%	71%	\$329,000	\$348,650	2	16	2	14	100%	88%	\$361,250	\$350,600
Iron Springs	0	0	0	0	-	-	-	-	1	3	0	1	0%	33%	-	\$340,000
Lundbreck	0	4	0	2	-	50%	-	\$384,500	2	5	1	4	50%	80%	\$585,000	\$742,250
Manyberries	0	0	0	0	-	-	-	-	0	0	0	0	-	-	-	-
Monarch	0	6	0	5	-	83%	-	\$276,980	0	7	0	5	-	71%	-	\$313,300
Mountain View	0	1	0	0	-	0%	-	-	0	2	0	1	-	50%	-	\$579,000
New Dayton	0	0	0	0	-	-	-	-	0	2	0	2	-	100%	-	\$262,500
Orion	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Purple Springs	-	-	-	-	-	-	-	\$610,000	-	-	-	-	-	-	-	-
Shaughnessy	0	9	0	5	-	56%	-	\$143,400	1	9	0	5	0%	56%	-	\$165,500
Spring Coulee	0	1	0	1	-	100%	-	\$570,000	0	1	1	1	-	100%	\$390,000	\$390,000
Turin	0	0	0	0	-	-	-	-	0	3	1	2	-	67%	\$225,000	\$185,000
Twin Butte	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Waterton Park	0	2	0	1	-	50%	-	\$1,150,000	0	1	0	2	-	200%	-	\$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	1	1	0	0	0%	0%	-	-	0	1	1	1	-	100%	\$75,000	\$75,000
Kirkcaldy	-	-	-	-	-	-	-	\$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	1	14	1	6	100%	43%	\$150,000	\$670,000	0	9	0	1	-	11%	-	\$500,000
Rural Crowsnest Pass	0	2	0	2	-	100%	-	\$1,105,000	1	4	1	2	100%	50%	\$849,000	\$619,500
Rural Forty Mile County	2	5	1	3	50%	60%	\$600,000	\$505,000	0	8	0	3	-	38%	-	\$353,667
Rural Lethbridge County	1	21	2	15	200%	71%	\$767,450	\$802,327	4	32	1	18	25%	56%	\$850,000	\$954,136
Rural Pincher Creek MD	1	20	2	11	200%	55%	\$636,250	\$586,227	5	27	1	11	20%	41%	\$670,000	\$739,718
Rural Ranchland MD	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Rural Taber MD	3	24	0	6	0%	25%	-	\$749,167	2	18	1	12	50%	67%	\$710,000	\$550,500
Rural Vulcan County	3	44	1	24	33%	55%	\$400,000	\$436,942	3	55	1	28	33%	51%	\$160,000	\$519,843
Rural Warner County	1	11	1	7	100%	64%	\$1,125,000	\$638,214	1	16	0	9	0%	56%	-	\$577,111
Rural Willow Creek MD	2	22	0	10	0%	45%	-	\$675,700	2	28	2	20	100%	71%	\$800,000	\$699,978